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Principles of
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Hard Candy
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MAY
1955

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The Manufacturing Confectioner

Vol. XXXV

No. 5

May

1955

Edited and Published in Chicago



The Candy Manufacturing Center of the World



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COVER: This National continuous cooker, and the one in the background, process all of the candy of Close & Company. For a full story on Close, see page 23.

Founder—EARL R. ALLURED

Publisher—P. W. ALLURED Editor—STANLEY ALLURED

Eastern Manager—JAMES ALLURED Technical Editor—WESLEY CHILDS

Sales Manager—ALLEN ALLURED English Representative—M. G. READE

Circulation Director—M. SEELMAN

Publication Office
418 N. Austin Blvd.
Oak Park, Illinois
Euclid 6-5099

Eastern Office
303 W. 42nd St.
New York 36, N. Y.
Circle 6-6456

London, England
Prospect House
Heath Street N.W.3

Published monthly except June when published semi-monthly by The Manufacturing Confectioner Publishing Company, publishers of The Manufacturing Confectioner—The Blue Book—The Candy Buyer's Directory. Executive offices: 418 No. Austin Blvd., Oak Park, Illinois. Telephone Euclid 6-5099. Eastern offices: 303 West 42nd Street, New York City 36, N. Y. Telephone Circle 6-6456. Publication Offices: 1309 N. Main St., Pontiac, Illinois. Copyright, 1955, Prudence W. Allured. All rights reserved. Subscription price: One year, \$3.00. Two years, \$5.00. Per copy, 35¢. In ordering change of address, give both old and new address. Entered as second class matter at Indianapolis, Ind., application for re-entry at Pontiac, Illinois, pending. Member: National Confectioner's Assn., Western Confectionery Salesmen's Assn., National Candy Wholesaler's Assn., Audit Bureau of Circulation, Associated Business Publications. Foreign subscriptions: One year, \$6.00. Two years, \$7.50. Canadian Subscriptions: Same as U.S.

Kroekel receives Stroud Jordan Award

C. Rudolph Kroekel of Kroekel-Ottinger, Inc. of Philadelphia has been chosen to receive the Stroud Jordan Award that is presented by the American Association of Candy Technologists. The recipient of this award is chosen on the basis of his contribution to the confectionery industry in the fields of research, technology and production leadership. The letter advising Mr. Kroekel of his election for his award reads in part:

"Your efforts to stimulate and maintain interest in candy technology during the past eight years as Chairman of the Research Committee of the Pennsylvania Manufacturing Confectioners Association are indeed worthy of recognition. We pay tribute to you as the motivating force in furthering the activities of the research group formerly at Lehigh University but now located at Franklin and Marshall College.

You have fulfilled the purpose for which the medal was established by likewise encouraging research on candy through participation as a member of the National Confectioners' Association Research Committee. More than this, your tireless and sincere efforts on behalf of projects which benefit the candy industry as a whole are deeply appreciated.

Congratulations from each member of the Committee accompany this letter and may the confectionery industry have your continued interest and support in candy technology for many years to come."



Pay Day Bonus

Remember the neighborhood grocer . . . how he rewarded the kids with a bag of candy when Dad paid his bill?

Now, with super markets and modern, streamlined merchandising, this friendly practice has gone the way of the cracker barrel and the pot-bellied stove. But, Clinton still gives a bonus — the quality that comes from nearly half a century of concentrated experience in the careful manufacture of corn syrups, starches and dextrose developed especially for candy manufacturers.

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Chicago AACT Elects

The March meeting of the Chicago Chapter of the AACT was a sellout meeting. 104 members and guests in attendance listened to a speech by James King, Nulomoline Company on "New Ingredients in Candy". As of this meeting the membership has grown to an all time high of 163. The new officers elected were: Edmond A. Siebert, Jr., M. J. Holloway & Co., President; Program Chairman, John Carleton, Curtiss Candy Co.; Membership Chairman, Herb Knechtel, DeMets, Inc.; Secretary, Ed Heinz, Food Materials Corp., and Treasurer, Al Allured, *The Manufacturing Confectioner*.

The Year Book of the Dutch Cocoa, Chocolate and Confectionery Industry has been published in Amsterdam and gives the names, addresses and types of products manufactured by all of these manufacturers in Holland. This year book is available free of charge to all who are interested in this information.



Representatives of the chocolate and cocoa industry and the Armed Food and Container Institute for the Armed Forces in Chicago on 15th of March to discuss a solution to the problem of determining edible fat replacements for cocoa butter in confectioners' coatings. 1 to r, seated: Mr. N. W. Kempf, Walter Baker Chocolate and Cocoa Division, General Foods Corp.; Mr. E. W. Meyers, Hershey Chocolate Corp.; Dr. K. T. Farrell and Mr. H. B. Cosler, General Products Division, QMF&CI; standing: Mr. J. F. Ryan, Jr., Subsistence Division, Container Laboratories, QMF&CI; Dr. A. Kentie, The Nestle Co.; Dr. R. F. Korfhage, Ambrosia Chocolate Co.; Mr. W. T. Clark, Rockwood & Co.; and Dr. R. C. Welch, Wilbur-Suchard Chocolate Co.

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LAGNIEU (Ain) France

Les Trefileries Argor A Lagnieu (Ain) France

Henry B. Hass, president of Sugar Research Foundation, has been selected to receive the Honor Scroll of the American Institute of Chemists, New York Chapter, for 1955. He is best known for his work in aliphatic nitration, and has also done extensive research in activated carbon, chlorination, fluorocarbons, and compounds of pharmacological interest.

Fanny Farmer Candy Shops has announced plans to enter the field of roadside candy selling. A Fanny Farmer Candy Fair has been planned for a location on U. S. highway 1, near Peabody, Massachusetts. Plans call for candy to be made behind large windows in view of passing motorists. Every one will be invited to watch the candy making, and sample. Candies will be displayed on open tables and roving sales ladies will package and make sales. This location is only the first of several

being planned.

Fanny Farmer thus becomes the first of the large retail manufacturing chains to enter this field of roadside candy merchandising. Small operators pioneered in roadside candy selling with good, and sometimes spectacular, success.

Life Savers Corporation sales for 1954 showed an increase for the eighth consecutive year. Sales in 1954 increased 6.7% over 1953 and the net profit increased 21.5% in the same period.

Howard Johnson Company, an Eastern restaurant chain that manufactures a line of candies, has bought the trade name, rights, receipts and "know-how" of Huyler's of New York. Howard Johnson will bring out a line of candies, sauces and prepared frozen food items under the Huyler name.

Wieboldt's department stores of Chicago put on a hand-dipping demonstration in the Candy Department of one of their stores that went far toward eliminating the usual slump in candy sales after Valentine's Day. A small chocolate melting and tempering unit and hand-dipping table were installed between the counters in an island display unit. The demonstration lasted three days, and the candy that was dipped was sampled to customers. The equipment and hand-dipper were provided by the manufacturer who supplies Wieboldt's with their Treasure Trove line of hand-dipped chocolates. These chocolates are supplied to the stores packed and in bulk.

The purpose of this demonstration was partly to stimulate sales the week after Valentine's Day. It also emphasized the freshness of Wieboldt's candy, and the fact that their candies are made to order for them.

Wieboldt's Treasure Trove line of chocolates are supplied to their stores in much the same manner as a manufacturing retailer's shops are supplied by their factory. Orders are phoned in daily from the stores for requirements in bulk or packages, and the candy is delivered fresh from the production line. This type of supply allows this group of department stores to provide practically the same type and quality of candy as is available in manufacturing retailer's shops.

Stephen F. Whitman Company has announced the opening of two new warehouses, one in Atlanta and the other in Los Angeles. Both are air-conditioned to maintain temperatures between 65 and 67 degrees, and contain 20,000 square feet of storage space. The Atlanta warehouse will serve five surrounding states, and the Los Angeles warehouse will ship to all the west coast points in addition to Nevada and Arizona.

National Equipment Corporation has announced the acquisition of the John Werner & Sons, Inc., of Rochester, New York. National has acquired all the tools, jigs, dies, blueprints and engineering details and will place into production the entire Werner line of machines. All of the manufacturing of the Werner equipment will be done in National's factory in New York.

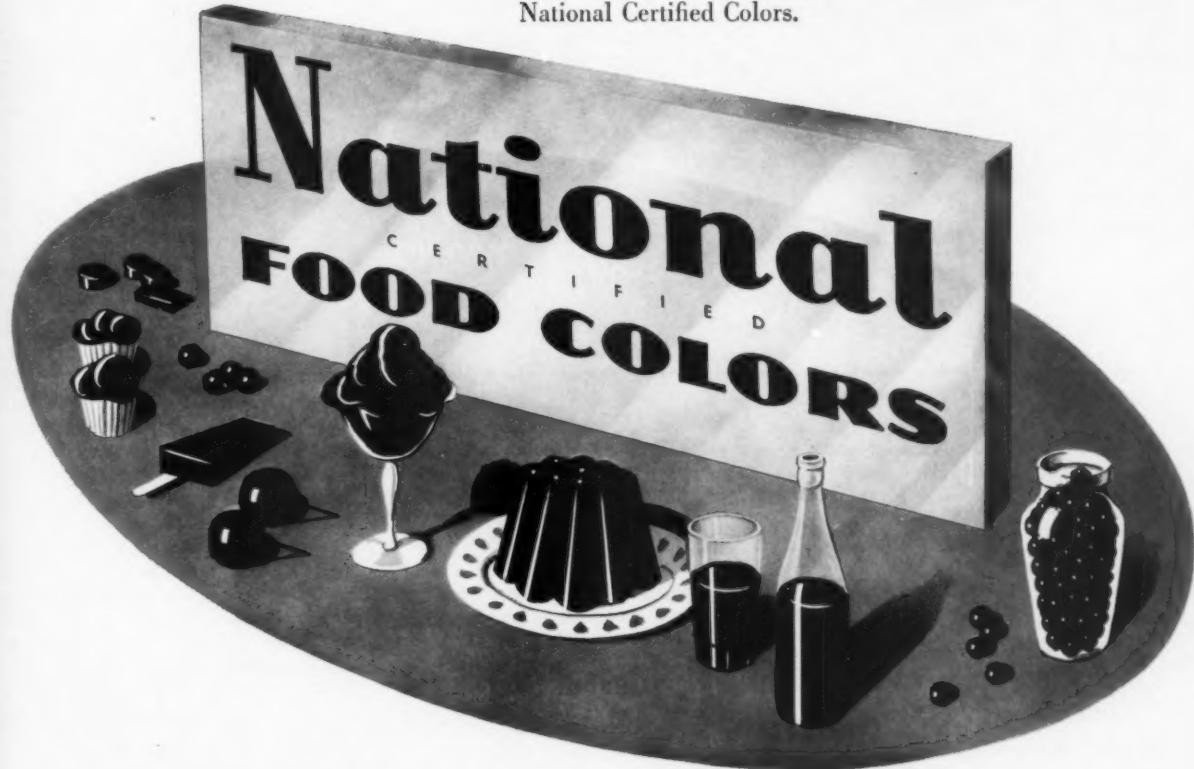


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Boston Charlotte Chicago Philadelphia Portland, Ore. San Francisco Toronto



Helpful Books for Candy Plant Executives

Choice Confections

by *Walter Richmond*

This new book contains 365 formulas for making two batch sizes, one for hand work and one for machine work. There are instructions for each batch, with suggestions as to the methods of coloring and flavoring for variety. A glossary is included, both of candy and chemical terms. All of the formulas are cross indexed, and a complete chapter is presented on chocolate.

How to Salvage Scrap Candy

by *Wesley H. Childs*

This booklet is a complete revision of the author's work "Modern Methods of Candy Scrap Recovery" published in 1943. A considerable amount of information has been collected since that time on methods and techniques of salvaging scrap candy. This booklet covers all types of candy, and gives many practical and economical ways of converting scrap candy into a useful form for re-use.

A Textbook on Candy Making

by *Alfred E. Leighton*

Here is a textbook where the reader can learn the basic fundamentals of candy making, the "how" and "why" of the various operations in non-technical terms. Particular attention is given to the function of raw materials, and why each is included in a formula.

The Candy Buyers' Directory The Directory of Candy Brokers

1955 Edition

The Candy Buyers' Directory is an alphabetical and classified directory of wholesale candy manufacturers giving information on what type of candy is made by each firm, and in some cases the type of packaging used. The Directory of Candy Brokers is a geographical listing of over 600 candy brokers giving the accounts that they handle, the territory covered and the number of salesmen. This directory should be on the desk of every salesmanager as a reference guide. The information contained in these directories is not available in any other published material.

- How to Salvage Scrap Candy**
\$2.00

- Choice Confections**
\$10.00

- A Textbook on Candy Making**
\$6.00

- The Candy Buyer's Directory and
The Directory of Candy Brokers**
\$4.50

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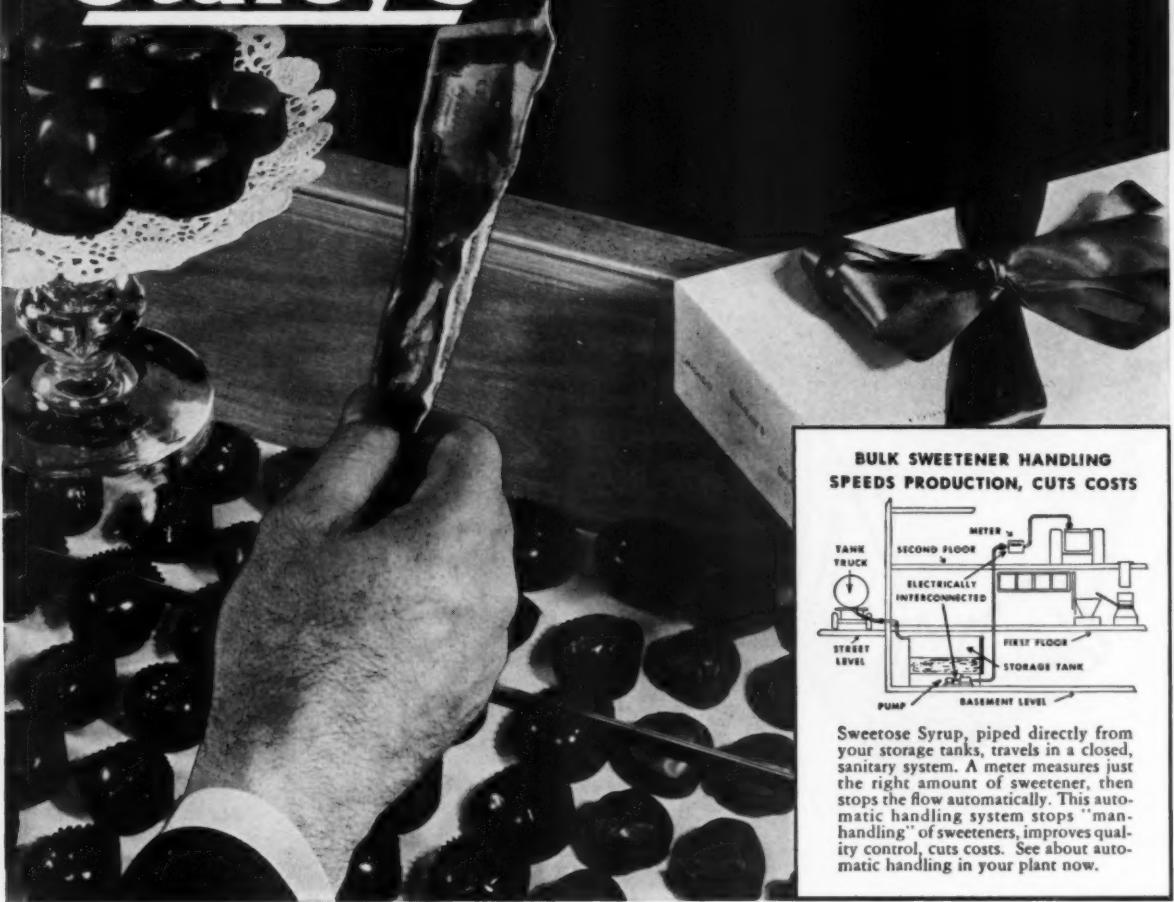
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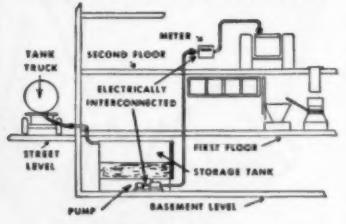
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S Y R U P

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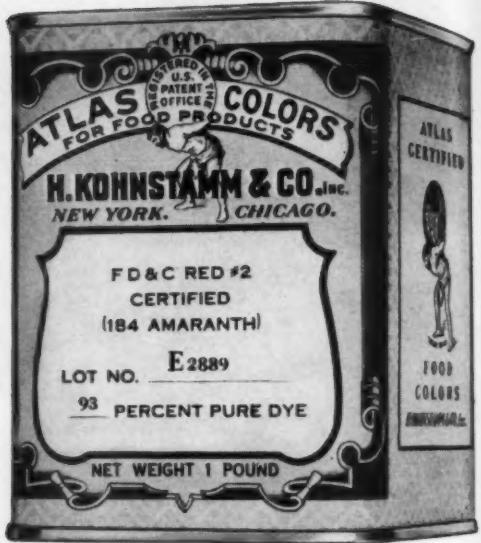
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Mr. King discusses in general the factors which influence the texture, consistence and volume of candies. Particular emphasis is placed on fondant, with detailed analysis of its structure. Frappe is also investigated in detail and formulas are given to illustrate what can be done with a special frappe in different types of creams and nougats.

Texture, Consistence and Volume of Candies

by JAMES A. KING, *Nulomoline Division, American Molasses Company*

Let us start at the top of the thermometer and talk about hard candies.

HARD CANDIES

The great bulk of hard candy produced is relatively simple in composition but by no means is it the simplest type of candy to prepare and retain in perfect condition. Let us tentatively agree that there are two basic types of hard candy, that is clear solid glass-like hard candy and pulled opaque or glossy hard candy; and under the general term of hard candies let us include all combinations cooked to temperatures between 290-340° F. It is also known that when cooking hard candies on the open fire (atmospheric pressure) or when processing in the non-vacuum continuous cooker, that the batch is subjected to tem-

peratures that may vary from possibly as low as 315° to as high as 340° F. However, when cooking hard candy in the batch type removable dome vacuum cooker or in a continuous vacuum cooker, the temperature of the cooking ingredients rarely exceed 285° F. By cooking under vacuum we evaporate moisture at lower temperatures. Much of the hard candy produced consists of a combination of sugar, corn syrup and water; as the water is necessary to dissolve the sugar crystals thus forming a solution which allows heat to be transferred rapidly. Hence, we are confronted with the fact that sufficient water is necessary to put the sugar in solution; and we are then faced with the necessity of eliminating or evaporating the maximum amount of water possible.

This article was given as a speech at the Chicago AACT March meeting.

Various proportions of granulated sugar, water, liquid sugar, cream of tartar, corn syrup, and invert sugar are commonly used to produce these two basic types of hard candies. The corn syrup, invert sugar, and cream of tartar are frequently referred to as grain or crystal retarders or doctoring agents; and it is rarely that one or more of these doctoring agents are not used—however, I can recall one exception to this basic practice. In a plant in Europe it was the practice to make a type of hard candy referred to as barley sugar which was made from sugar and water only. The sugar and water was brought to the boiling point and pumped continuously through non-vacuum continuous cooker; and as it emerged from the cooker, the batch registered a temperature of 340-344° F. When cooking certain types of sugar and water to such relatively high temperatures without the addition of doctoring agents, a percentage of the sugar is inverted and the presence of the invert retards premature crystallization or graining of the sugar. As a general rule, the percentage of sugar, water, and corn syrup or other doctoring agents may be identical when making both the clear, solid or the pulled opaque hard candies; however, it is an exception to this rule when making the pulled grained sugar stick commonly known as cream stick as made in the South.

In making hard candies which are expected to rapidly grain after they have been cooked and formed, it is necessary to use the minimum amount of doctoring agents (especially when using standardized invert sugar or cream of tartar) so that the minimum amount of invert sugar will be present in the finished cooked batch. In other words, by controlling the amount of invert sugar added or developed during the cooking process it will be possible to more quickly cause graining of the hard candy after it has been cooled, pulled, and spun.

Generally speaking, clear or pulled hard candy is usually cooked or processed to produce hard candy containing the minimum of moisture, usually from 3/4 to 1-1/2 percent of moisture remaining in the cooked batch. The pulled grained stick candy as made in the South would contain one or two percent more water than would be present in standard non-grained clear or pulled hard candy. Generally speaking, hard candies which are aerated by pulling will grain or crystallize more rapidly than clear non-pulled hard candies. The pulling of the batch causes air to be entrapped which is expanded by the heat of the batch, thus forming air cells resulting in increased volume. It is also well known that by adding baking soda or other leavening agents to a warm or hot batch, as when making peanut brittle or soda sponge, that the gas produced will cause a change in texture and volume. There is also the possibility of increasing the volume and improving the eating character of certain types of candies by passing the pulled warm cut hard candies continuously through a vacuum tunnel.

PULLED FONDANT

Closely related to standard pulled hard candy is the pulled grained mints which for many years have been

marketed under the registered name of After Dinner mints. Candies in this group are usually cooked to 270-280° F. (on the open fire); but when cooked in the batch type vacuum apparatus, the closely doctoring batch is cooked approximately 20° lower as the boiling mass is then subjected to vacuum which reduces the final moisture content to approximately 4½-5%. The candy mass is then cooled to approximately 125° F. then aerated by pulling which accelerates graining with the result that we have a mass of very fine sugar crystals surrounded by a very thin film of syrup, thus producing candy which more closely resembles pulled fondant than hard candies.

CARAMELS AND TOFFEE

There are many types of caramels produced, but here again they may be divided into two groups or classes; namely, grained caramels and non-grained or chewing caramels. The principal difference in composition of a grained caramel versus a non-grained caramel is the higher percentage of sugar and lower amount of non-graining substances used in making these two distinct types of caramels. It is also recognized that chewing properties may be increased in a grained caramel as is evident by the relatively large amount of nationally distributed chewing or semi-chewing grained caramels. On the other hand, non-grained chewing caramels are also produced in quantity and are formed by either casting into starch impressions or by cutting.

The characteristic flavor of caramels is produced or developed by adding dairy products such as sweetened condensed milk, evaporated milk, powdered milk, powdered cream, and dairy butter. On the other hand, various hardened edible oils are also combined with the other ingredients principally as a lubricant—to improve chewing or eating properties. It is well known that the percentage of milk solids has an influence upon the flavor and body or plasticity of the caramel when properly processed. In processing or combining the ingredients, it is good practice to effect emulsification of the fats with other ingredients; and it is believed that the use of sweetened condensed milk in preference to evaporated milk is more effective, unless the fats and milk have been previously emulsified. The principal difference between an American type chewing caramel and British chewing toffee is that the British invariably use sweetened condensed milk and higher percentages of butter or other fats. The process generally used in making British chewing toffee is to place the corn syrup, sweetened condensed milk, butter, and fats into a double action caramel cooking kettle, apply sufficient heat and mix until the fats are melted and blended with the other ingredients. At this stage the invert sugar and granulated sugar are added and the batch is then cooked to produce a relatively firm chewing confection. Salt and flavoring is then added and mixed well, and the batch is then turned out to cool. It is also well known that the addition of lecithin aids materially in emulsifying fats in caramel or taffy batches, especially when the plastic caramel or toffee is passed through sizing rolls then fed to a continuous cutting and wrapping machine.

STRUCTURE OF FONDANT

Now let us briefly discuss the effect of frappe upon the texture, consistence, and volume characteristics of rolled cream centers.

TEXTURE

Texture is a property exclusively of the liquid or syrup portion of the fondant center which acts as a binder for the tiny sugar crystals. If the liquid portion is viscous or thick, the fondant has a dense texture; whereas, if the syrup is of only moderate viscosity, the fondant will be of tender texture. The influence of the thickness, that is the specific gravity or density and viscosity of the syrup on the texture, will depend upon the amount of corn syrup and invert sugar and the temperature to which the fondant is cooked.

CONSISTENCE

Consistence depends upon the solid portion of the fondant center in the sense that if the sugar crystals are too large the fondant feels coarse and granular when eaten. Consistence also depends upon both the solid and liquid portions in the sense that the higher the proportions of sugar crystals to syrup the firmer and shorter is the fondant, for the higher the proportion of syrup the more fluid it becomes. Consistence is determined by the ingredients and formula used and by the temperature at which the syrup used in making the fondant is cooked.

ROLLED CREAM CENTERS

Let us assume that a manufacturer of packaged chocolates has decided to produce 4 or 5 types of rolled cream centers which will vary in texture, consistence, and volume—and that this manufacturer has informed us that it has been traditional in his plant to make rolled creams using a special type of frappe—which by the way was also used in producing grained and chewing nougat. It was the practice of this candy maker for the past 20 odd years to first spread the frappe over the base of a 5 ft. open type fondant beater. The sugar, invert sugar, and water used in making the fondant portion of the batch was cooked to approximately 245° F. This hot, cooked batch was then poured over the frappe on the beater. The cooked fondant syrup was then allowed to cool to approximately 100° F. at which point the invertase was added and the batch was then beaten into fondant cream centers. Here we have an example where a large amount of egg albumen was added to the frappe to produce relatively light centers; but by pouring the hot cooked syrup batch on the frappe and later subjecting it to long mixing on the fondant beater a considerable amount of air originally incorporated in the frappe was forced or squeezed from the frappe which of course resulted in a considerable reduction in volume or lightness. However, since this manufacturer had been processing rolled cream centers in this manner for many, many years, we should conclude that he was satisfied with the resulting character of the cream centers so produced. Here we have an example where the manufacturer chose to ignore basic processing facts so that he could produce rolled

cream centers of what he considered superior characteristics despite the fact that it took about twice the time to beat the combined frappe and cooled fondant syrup into fondant—than would be necessary when adding the frappe to the pre-cooled fondant syrup. Since this manufacturer was interested in producing rolled cream centers of types that would have a different texture and consistence, it was decided to first produce an extremely light special frappe which could be used in various cream center batches and in grained and chewing nougat.

ORIGINAL FRAPPE

The frappe ordinarily used by this mythical manufacturer was made by placing into a kettle:

30 lbs. Granulated Sugar
6 lbs. Water
40 lbs. Corn Syrup

All of which were boiled together to 245° F. At this stage 40 lbs. of standardized invert sugar was added, mixed well, and the batch was then transferred to an upright beater which was started in motion and then a solution of albumen, made by dissolving 4 lbs. of egg albumen in 8 lbs. of water, was gradually added and beaten. A frappe of this type will contain approximately 78% solids and the volume will be approximately 4 lbs. to the gallon.

IMPROVED FRAPPE

In order to obtain a whiter or more opaque frappe and to eliminate the unnecessary addition of water, which in turn necessitates boiling out excess water, we decided to make a special frappe as follows: 30 lbs. pulverized or 6X sugar was placed into an upright beater. The albumen solution consisting of 4 lbs. of egg albumen dissolved in 8 lbs. of water was added to the powdered sugar which was then beaten until moderately light. While the powdered sugar and albumen was beating, 50 lbs. of corn syrup and 50 lbs. of standardized invert sugar were heated together to approximately 220° F., and this hot syrup was then added to the beaten albumen and powdered sugar and the batch was then beaten until 1 gallon weighed 4 lbs. This frappe is approximately 80% solids; hence, when using a frappe of this type, even if it were not properly mixed with the fondant batch, there would be no danger of fermentation developing in the unmixed frappe portion of the cream center batch.

SEMI-SOFT ROLLED CREAMS FORMULA #1

100 lbs. Granulated Sugar
15 lbs. Standardized Invert Sugar
25 lbs. Water
20 lbs. Special Frappe (Formula Below)
2 oz. Invertase
Vanilla Flavor

Cook the sugar, water, and Standardized Invert Sugar to 245° F.; meanwhile, spread 20 lbs. of the special frappe over the surface of the open type fondant beater. Sprinkle the surface of the batch lightly with water, permit the batch to cool to 120-115° F. Add

two ounces of Invertase, start the beater, then later add the flavor and beat the batch until it becomes plastic.

SPECIAL FRAPPE

8 lbs. Water
4 lbs. Egg Albumen
30 lbs. Icing (6X Sugar)
1 lbs. Salt
40 lbs. Standardized Invert Sugar
40 lbs. Corn Syrup

Dissolve the albumen in the water. Place this into an upright beater, add the powdered sugar and salt and beat until light. Meanwhile heat the corn syrup and Standardized Invert Sugar to the boiling point then immediately add this to the beaten batch, beating until light. (Weight 4 pounds per gallon. Syrup density 80.0. It will be noted that this special frappe is used in formulas Nos. 2, 3, 4, and 5.)

PLASTIC LIGHT ROLLED CREAMS FORMULA #2

100 lbs. Sugar
10 lbs. Corn Syrup
10 lbs. Standardized Invert Sugar
25 lbs. Water
50 lbs. Special Frappe
2 oz. Invertase
Vanilla Flavor

Cook the water, sugar, corn syrup and Standardized Invert Sugar to 250° F. Pour this on a lightly moistened open type fondant beater. Allow the batch to cool to approximately 115° F. Add the Invertase, start the beater, and immediately add 10 lbs. of the special frappe, continue to beat the batch until it becomes opaque, adding the additional frappe in 10 lb. portions. Add flavor while adding frappe. By the time all of the frappe has been worked into the batch the temperature of the batch will decrease to approximately 100-80°. Consequently it may be extruded on a hand roll machine as soon as the batch is sufficiently plastic.

WHIPT ROLLED CREAMS FORMULA #3

10 lbs. Granulated Sugar
25 lbs. Water
10 lbs. Standardized Invert Sugar
2 ozs. Invertase
40 lbs. Special Frappe

Cook the sugar, water, Standardized Invert Sugar to 244° F. Pour this on to a sugar free fondant beater, then sprinkle the surface with 2 ounces of water and permit the batch to cool to 110-115° F. Start the beater, add the Invertase, and when the batch begins to become opaque add half the frappe. When this has been worked into the batch, add the flavor and the remainder of the frappe, mixing until plastic. By the time all of the frappe has been worked into the batch, it will register a temperature of approximately 90-80°, at which stage it may be immediately extruded on a hand roll machine.

VERY SHORT ROLLED CREAMS (NOUGAT TYPE) FORMULA #4

PART I:
40 lbs. Special Frappe

PART II:
100 lbs. Granulated Sugar
10 lbs. Standardized Invert Sugar
25 lbs. Water
2 ozs. Invertase
Flavor as desired

Place the 40 lbs. of special frappe into an upright beater; meanwhile heat the sugar, water, and Standardized Invert Sugar to the boiling point. Wash all crystals from the kettle. Cook the batch to 244° F. then add this in a fine stream to the frappe in the upright beater, beating at second speed. When all of the cooked syrup has been added to the frappe, beat at 300 speed until the batch cools to approximately 125-130°, then add the Invertase and later the flavor, beating until the batch is grained and plastic. This batch may be immediately extruded on a hand roll machine.

SOFT NOUGAT TYPE ROLLED CREAMS FORMULA #5

Same as above excepting that Part II was cooked to 240° F. instead of 244°.

SPECIAL FRAPPE GRAINED NOUGAT (Semi Chewing)

PART I:
30 lbs. Special Frappe

PART II:
40 lbs. Granulated Sugar
30 lbs. Corn Syrup
8 lbs. Water
4 lbs. Hardened Edible Oil No. 86-96
½ lb. Salt

Place the frappe into an upright beater; meanwhile, cook the sugar, corn syrup, and water to 265° F. Add this gradually to the frappe while beating and continue to beat until grain becomes visible, then add the salt and the hard fat, mixing at second speed, add the flavor, color, nuts, etc. Spread the batch on lightly oiled slabs to set.

SPECIAL FRAPPE CHEWING NOUGAT

PART I:
45 lbs. Special Frappe

PART II:
40 lbs. Corn Syrup
30 lbs. Granulated Sugar
6 lbs. Water
3½ lbs. Hardened Edible Oil
½ lb. Salt

Place the frappe into an upright beater; meanwhile cook the corn syrup, sugar, and water to 280° F. Add this gradually to the frappe, mixing continuously. When the frappe has been thoroughly mixed with the cooked syrup, add the salt and hard fat, color, flavor, nuts. Mix well and spread the batch on an oiled slab.

May, 1955

Candy Equipment PREVIEW

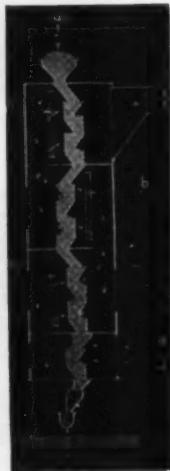
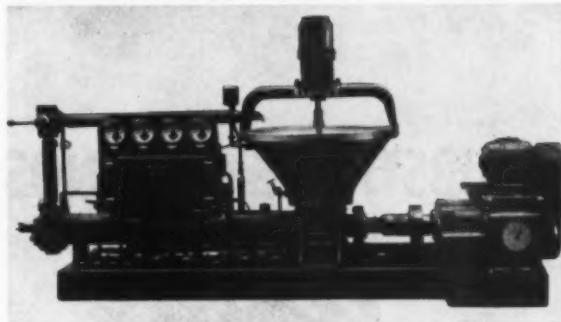


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Schematic
Reproduction
(a) bean entry
(b) heating units
(c) bean discharge
(d) air entry
(e) cooling zone
(f) air exit



RASCH UNIVERSAL WRAPPER

- Foil wraps all standard shapes—such as cherries, half eggs, bars and mints.
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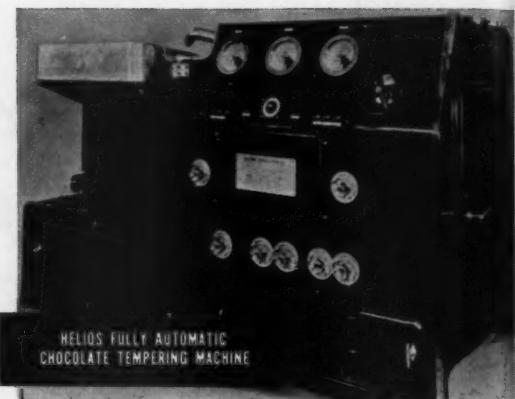
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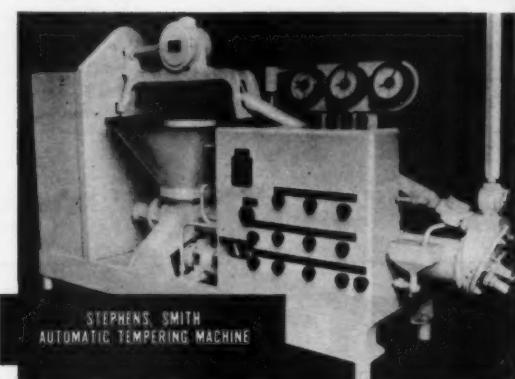


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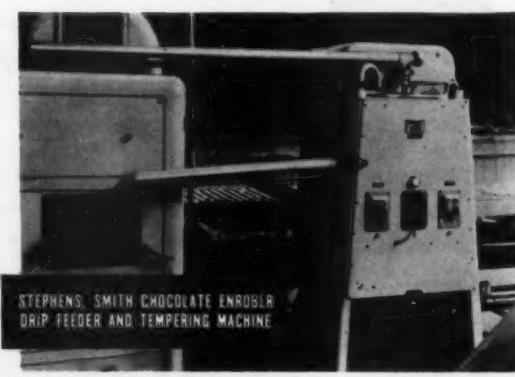


3 Sizes, with variable speed drive, for outputs from 400 to 1100, 1100 to 2200 or 2200 to 3500 lbs. per hr. Compact, precision built, fully automatic. Motor driven agitator. Three water-jacketed tempering cylinders arranged in series, two cooled, one heated. Cylinder-end thermo-couples control cooling and heating valve mechanism electrically.



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AUTOMATIC TEMPERING MACHINE

3 Sizes, with variable speed drive, for outputs of 400 to 4000 lbs. per hr. Single tube design with cooling and heating zones thermostatically controlled by electrically operated water valves.



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DRIP FEEDER AND TEMPERING MACHINE

Drip feeder and temperer. 200 lbs. hopper capacity as batch temperer. Output to 400 lbs. per hr. as continuous temperer. Outputs to 700 lbs. per hr. as continuous drip feeder. Discharge temperature automatically controlled; output adjustable; all settings quick and accurate.

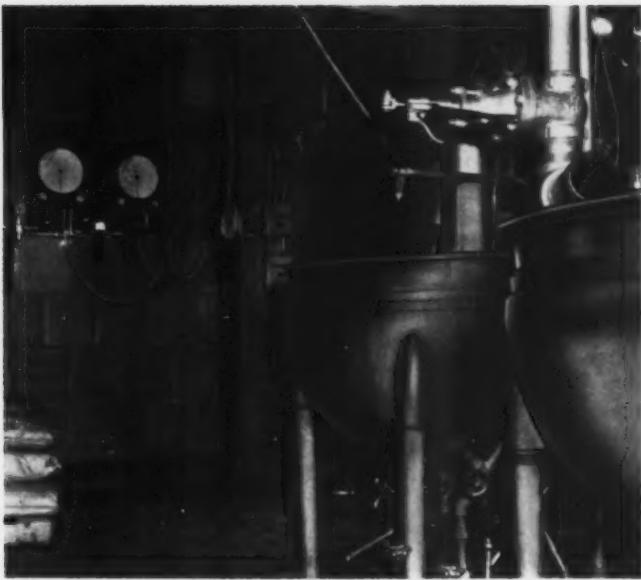
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Clear candy comes from the continuous cooker at about 1% moisture. Two National cookers prepare all the candy in this plant. According to this firm, the key to perfect hard candy lies in pre-cooking to the proper temperature and at the proper rate.



Sugar and corn syrup are mixed and pre-cooked in these stainless steel steam jacketed kettles. The instruments on the wall control the cooking time and temperature, to provide candy in just the right condition for the continuous cookers. Sugar is brought to the kettles in bags, the corn syrup is piped from holding tanks.

Hard Candy Manufacturing at Close & Company

by STANLEY E. ALLURED, *editor*

Close and Company started in business before 1930 making gelatine desert powder under the name of Close & Company. Frank Urban was the owner of this business, and with him were his two sons, Edward T. Urban and George A. Urban. Their place of business was at 312 N. May Street, in Chicago, where they occupied part of an upper floor in that large building. On the same floor was a hard candy business, Delight Confections. It was very apparent during the time that the Close business in drink powders and gelatine deserts was at their heaviest, during the spring and summer months, the Delight business in hard candy was very slack, and the reverse was true during the busy hard candy months in the fall and winter.

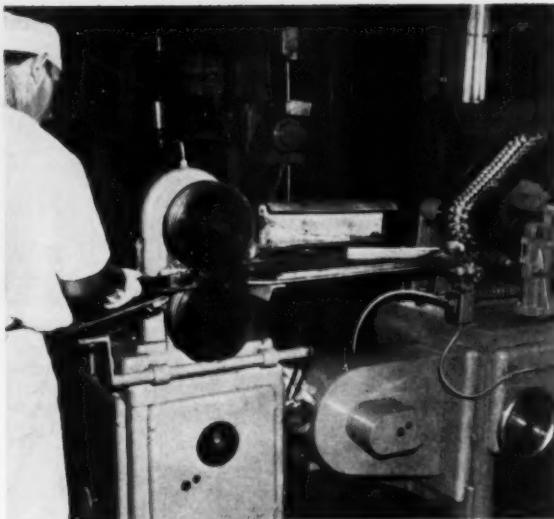
In 1930, when Delight closed and liquidated, the Close firm acquired some of their equipment, and

started making hard candy during the fall and winter months, when their gelatine desert and drink powder business was slack. They continued both businesses at this address until 1935, when they moved to a larger plant at 2021 W. Fulton Street. Both the hard candy business and the gelatine desert and drink powder business grew at this new location until the war. When sugar got short, all of the sugar of that firm was channeled into hard candy, where it produced a greater return. Though the equipment for the powdered products was retained for a few years, it was never set up again.

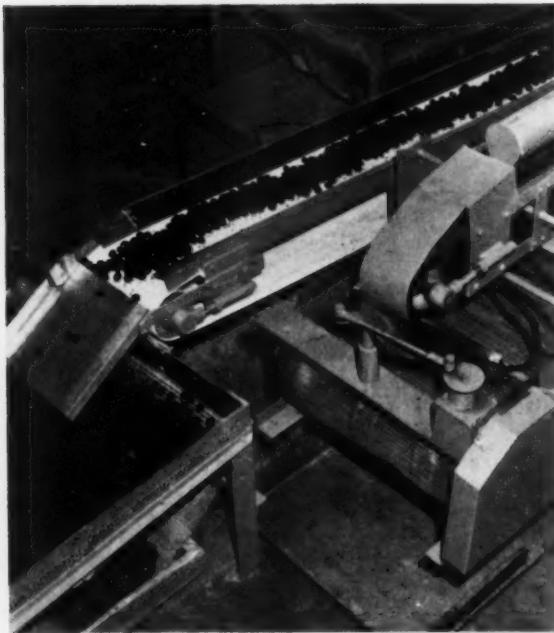
In 1945 the partnership was dissolved and a corporation set up to own the firm. The firm also acquired their present building at 4603-33 W. Gladys Avenue at this time, and renovated part of it for their factory and offices.

(Please turn to next page)

Filled Raspberries at Close

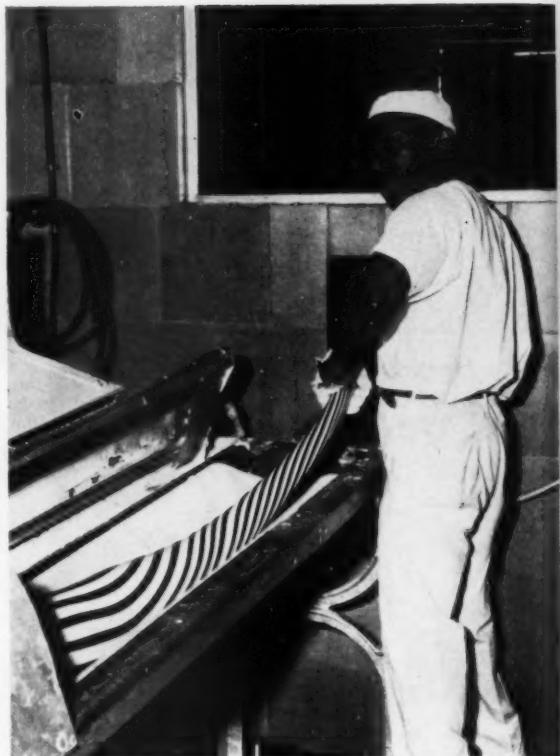


Here a Latini sizer and plastic machine is being used to produce filled raspberries.



This is the delivery end of the filled raspberry line. The rope of formed pieces comes down through the top conveyor under an air stream, and is distributed in "necklace" fashion on the wide return wire belt. By the time the candy has completed this second pass, it has hardened, and breaks into individual pieces as it drops onto the third conveyor, which delivers them to the screening table on the left.

Starlight Mints at Close



A spinner is feeding a ball machine making star light mints. All flavoring, coloring and spinning is done on the near side of the wall, and forming and packaging on the other side in an air-conditioned room.



A Hohberger ball machine making star light mints. This automatic machine turns candy rope into mints at the rate of about 1300 pieces per minute.

Please turn to page 28



• Former open kettle method required excess water amounting to 60 lbs. of water per 100 lbs. of product.

• VOTATOR Continuous Cooking Apparatus eliminates excess water. Cooks up to 4500 lbs. starch jelly per hour.

Improves starch jelly product...cuts costs at Charms Company

CONTINUOUS processing with VOTATOR* Heat Transfer Apparatus has resulted in these benefits for The Charms Company, Bloomfield, New Jersey:

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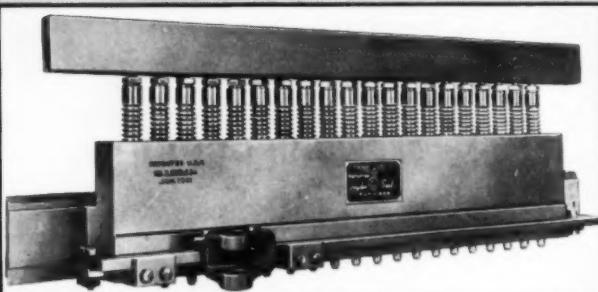
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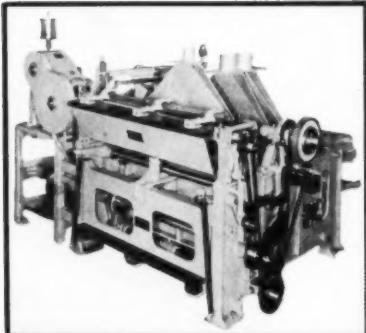
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Constructed to withstand the rugged operation and hard usage of day in day out performance. Precision built to the highest engineering standards. Operates at higher speeds, smoothly and with better quality moulding than any other machine on the market today!



Only National's proven Hydro-Seal Pump Bar can guarantee you continuous automatic lifetime lubrication and lifetime pin-point depositing accuracy. Longer-wearing, highly sanitary "Silvretone" is a new, harder, stronger metal alloy. Won't rust, lighter in weight. Flawlessly finished.



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Capacities range from 3000 to 10,000 pounds per day. Produces all types of seamless hard candy such as Balls, Barrels, Starlight Kisses, Cough Drops, high cooked caramels and toffees, in all sizes and shapes which are spherical in design. Very simple operation. Only one operator required.

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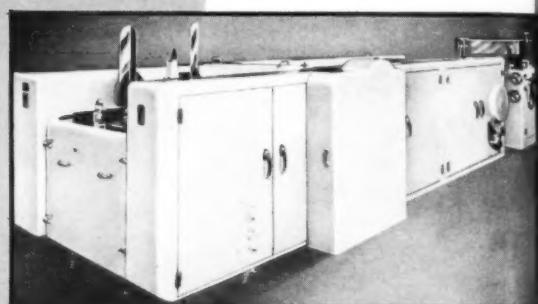
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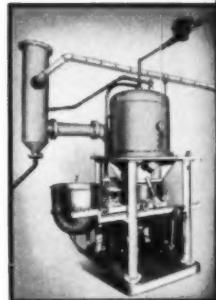
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600 to 2500 lbs. hourly production of the FINEST, CLEAREST, DRIEST, GLOSSIEST quality hard candy. Greatest improvement in the vacuum cooking of hard candy in the last thirty years. Production cost is reduced because steam used is reduced to a fraction

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With our complete manufacturing facilities and personnel of our plant, coupled with over half a century's experience in all phases of technological research and engineering in candy machinery, we will continue to produce the Werner line with our facilities for making precision machines.

Write Today For Complete Details and Quotations
Place Your Orders Now For Earliest Delivery

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(Continued from page 24)

Pulling and Mixing at Close



Pulling machines are used for some types of hand candies. Flavor and color is added on the pulling machine.



This Berks mixer is used for coloring, flavoring and cooling candy that is not pulled. It will handle up to 120 pounds in one batch, and completes a batch in about eight minutes.

The space to be used for the factory was air conditioned, the walls were tiled, and the floors were renovated. The result is a factory that is efficiently laid out and easy to keep clean. Two large rooms that were previously used for cold storage were converted to raw material and candy storage. They are cork lined for insulation and provide perfect conditions for storage of candy and packaging materials.

Frank Walden, the superintendent of the factory, started with Close seventeen years ago as a candy maker. He was promoted to foreman of the packing department in 1943, and was made general superintendent of the factory in 1951. Mr. Walden is now on a trip to Europe, both to visit his family there and to inspect new types of candy equipment being made there.

The size and type of storage space available allows Close to maintain a steady year around production schedule. Christmas candy that is made in advance is packed in tins in the cold storage room until fall when it is packed into assortments. Bagged Christmas hard candy is also made and stored, previous to the Christmas shipping season. However, the more delicate filled candies are not produced until the fall season.

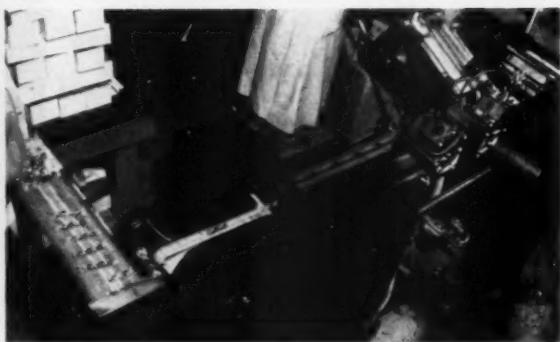
There is also a storage room with a capacity of ten cars of bagged sugar. This room is usually filled with sugar about the first of the year, and as the sugar is used up through the year, finished candy is stored in its place. This ability to store raw materials and finished candy has a very important part in their low cost manufacturing operations. The year round manufacturing schedule means that they very rarely have to undertake expensive and troublesome overtime and second shift manufacturing. It also allows them to get and hold skilled help that would otherwise drift away during any extended layoff period in slack manufacturing seasons.

Since all manufacturing, packaging and storage is on one floor, the equipment can be arranged for maximum efficiency. One room is used for batching and cooking. From there candy is rolled on dollies into the forming room where it is pulled, mixed, colored and flavored. In this room it is also made up into designs for cut rock and striped for starlight mints and other candies of mixed colors. The batch rollers and die machines are in this room facing a long wall of the packaging room to go into the air conditioned packaging room for cooling, screening and packaging or packing, either in packages for shipment, or in tins or cases for storage. Close manufactures all types of hard candy other than stick candy.

Practically all types of packages of materials are used by Close. The fanciest mixes are packed in glass jars or lithographed tins. Window boxes and bags of cellophane, polyethylene and saran are used primarily for the food store and jobbing trade. Bulk is shipped in corrugated boxes with bag liners of wax impregnated Kraft paper.

The management of Close and Company has been in the hands of the Urban family since its inception, and they have built it into one of the major hard candy producers of this country.

Candy Wrapping at Close



This Campbell wrapper puts four small balls into a cellophane tube sealed at both ends, at speeds of about 135 per minute. A special automatic feed for this item was developed by the Campbell firm.



These fine high speed wrapping machines wrap individual pieces of hard candy in twist wrap at speeds of over 180 pieces per minute.



Cellophane bags with header labels attached are filled on a Triangle weighing machine. The operator places the filled bags on the sealing machine belt, which folds over the top of the bag and labels and seals them.

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*taste fresher
SELL FASTER*

when packaged on the Automatic
CAMPBELL
wrapper...

- Wraps 3 to 5 units per second!
- Keeps candies factory fresh
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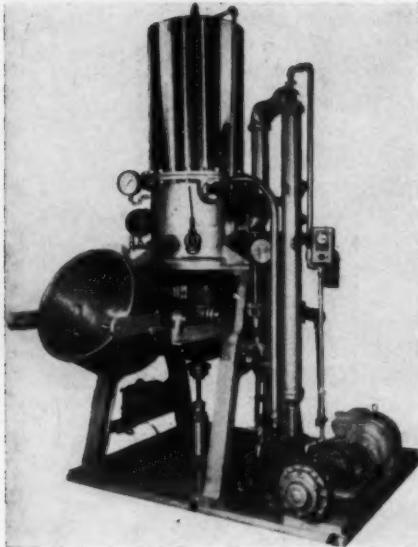
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500-2000 lbs per hr.

Positive piston sugar pump individually motorized for accurate control of sugar flow through cooking coils. A mechanical linkage—no belts to slip and vary flow rate.

Split-second hydraulic lift—a self-contained oil hydraulic unit with a smooth and speedy response.

Two-stage rotary vacuum pump—an efficient, economical vacuum using a minimum of water, a low-horsepower motor. No steam required. **"Final-cook" temperature indicator**—thermocouple located in discharge of cooking coil, enabling operator to always know quality of sugar.

Sight glasses—sugar can be observed under vacuum—also quantity of sugar in receiving kettle.

Flexibility—simple adjustments to sugar pump and steam control vary rate of production. Combined with "final cook" temperature, there is no guesswork.

MIXING



BERKS BATCH MIXER

Up to 1000 lbs per hr.

The hardest job in the candy kitchen made easy! Uses one fourth of labor and floor space required for hand mixing. Color, flavor and acid are uniformly incorporated in batches of 75 to 135 pounds.

Ten-percent scrap may be included in each batch. Mixing time: Clear goods—5 to 7 minutes, Pre-cooling for puller—2 to 3 minutes. Assures uniform rate of production throughout the day.

John Sheffman, Inc.

152 W. 42nd St.

New York 36, N.Y.

ADDITIONAL APPARATUS

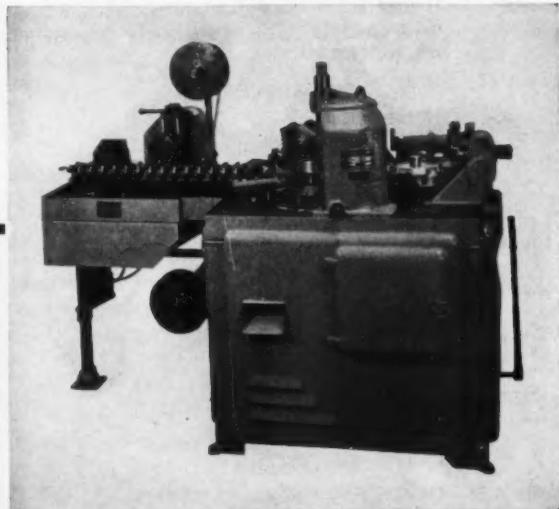
Quality Hard Candies On A Tonnage Basis

Quality Hard Candies With The Lowest Labor Factor

- **Tonnage Production With The Required Flexibility**

These machines are basic tools in most of the major hard candy factories in the United States and Canada.

FORMING POPS AND WRAPPING



LATINI DIE POP MACHINE WITH WRAPPING ATTACHMENT

200 formed and wrapped pops per minute

Low labor cast pop operation—one operator does work of 4 people.

The wrapped pops go right through for cooling, then packing.

There is no handling, chipping, breaking, etc.—

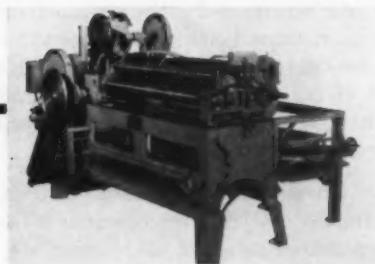
Die pop is free of fins—eliminating scrap.

Positive stick insertion—all straight and true.

Weight of pop is variable without change of dies.

Sandwich wrap saves up to 50% of other type wraps.

FORMING BALLS



HOHBERGER CONTINUOUS BALL MACHINE

up to 1200 lbs per hr.

Highest poundage per hour unit in hard candy.

Recently revised for even better production.

Perfect cut offs—no "bits".

All sizes of balls from 9/16" to 1½".

Sunbeam starlights—strips brought down to center—

no expensive inlay required.

All other shapes such as Root Beer Barrels, assorted rollers.

Electrically-heated sizers and triple oscillating conveyors.

Candies can be clear, pulled, or honeycomb filled.

FORMING CUT CANDIES



HOHBERGER CONTINUOUS CUTTER

600-700 lbs per hr.

Forms solid or filled pillows, straws and waffles at speeds up to 150 feet per minute.

Gradual formation of piece insures positive sealing of filled candies.

Multi-design waffle chain creates the illusion of assortment.

Split chain available to make pillows and straws on same chain.

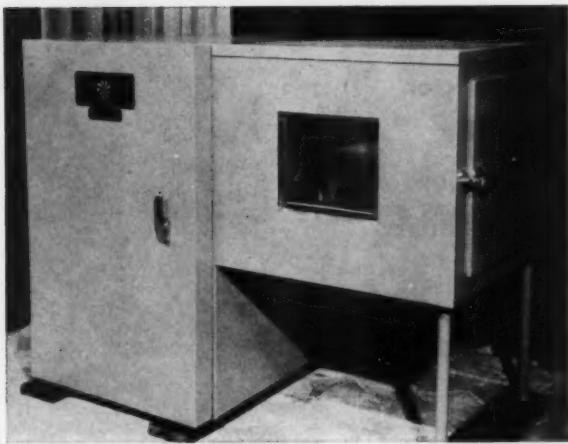
Special chains available for bars and other candies.

Variable speed drive to conform with spinner's ability.

REPRESENTATIVES FOR:

- Berks Engineering Co. • Chocolate Spraying Co., Inc.
- Economy Equipment Co. • Emmericher Maschinenfabrik
- Hohberger Mfg. Co. • Hontz Machine Works • Johnson
- Products Co. • Mill River Tool Co. • Wilhelm Rasch Co.

NEW NIAGARA



AIR CONDITIONED TEST CABINET

USES—to determine effects of controlled temperature and humidity conditions on test subjects of all kinds
—to test processes—to find optimum conditions.

RANGE—With water and electric power services only, the range is from freezing temperature up to 150° F (dry bulb). With refrigeration, and using Niagara No-Frost Liquid to prevent freezing of sprays, you achieve dew point temperatures as low as minus 30° F. Control of relative humidity from 5% to 95% is obtained at all temperatures in this range. Air capacity is 200, 400 or 600 c.f.m.

METHOD—Air is saturated in the air-conditioning unit at the required dew point temperature and reheated to the desired dry bulb temperature. This is the method of the Niagara Type A Air Conditioner which has been proven for the most exacting duty over twenty-five years.

CONTROL—The dew point thermostat is located in the air stream, the dry bulb thermostat in the test cabinet. No moisture sensitive instruments are needed. Recorders may be used to obtain a complete record of conditions.

TEST CABINET—(inside) dimensions are 30" x 28" x 24" with access clear opening 26" x 22". Insulation is the equivalent of 4" cork.

AIR CONDITIONING UNIT is enclosed in an insulated cabinet adjoining the test cabinet. A door the full size of the cabinet wall gives complete access.

Write for Complete Information. Address Dept. M.C.

NIAGARA BLOWER COMPANY

405 Lexington Ave.

New York 17, N.Y.

District Engineers in Principal Cities of United States and Canada

Joint AACT-NCA Production Program Offers Informative As Well As Interesting Sessions

MONDAY, JUNE 6, 1955

7:30 A.M.—Breakfast—South Ball Room
Business Session—Williford Room or Waldorf Room
8:30 A.M.—OPENING AND WELCOME
Philip P. Gott, President
National Confectioners' Association
8:35 A.M.—Norman W. Kempf, President—AACT
Walter Baker Chocolate and Cocoa Division
of General Foods, Dorchester, Massachusetts

PRESIDING:

Herbert Knechtel
DeMet's, Inc., Chicago, Illinois
Chairman, NCA-AACT Technical Sessions Committee

8:40 A.M.—APPLIED CANDY RESEARCH
Dr. L. F. Martin, Southern Utilization Research Branch, Department of Agriculture, New Orleans, La.

9:00 A.M.—NEW AND IMPROVED DAIRY PRODUCTS FOR USE IN CANDIES

1. DAIRY PRODUCT RESEARCH
Dr. E. O. Whittier, Eastern Utilization Research Branch, Dept. of Agriculture, Washington, D. C.

9:20 A.M.—QUESTIONS AND ANSWERS

9:30 A.M.—NEW DEVELOPMENTS IN FATS, OILS AND ANTIOXIDANTS FOR CANDY
ANIMAL FATS: B. F. Woerfel, Armour and Company, Chicago

VEGETABLE FATS: Dr. Chester M. Gooding, Best Foods, Inc., New York

9:50 A.M.—QUESTIONS AND ANSWERS

10:10 A.M.—RECESS—ORANGE JUICE

12:20 A.M.—

PRESIDING:

Vincent R. Ciccone
Charms Company, Bloomfield, New Jersey
Vice President AACT

REPORT OF NCA SUBCOMMITTEE ON CONFECTIONERY COATINGS

Norman W. Kempf, Walter Baker Chocolate and Cocoa Division, General Foods
Chairman, Subcommittee, Research and Development Committee on Confectionery Coatings

10:40 A.M.—QUESTIONS AND ANSWERS

10:50 A.M.—AUTOMATION
NEW DEVELOPMENTS IN PROTEC-

TIVE PACKAGING

Dr. L. V. Burton, Former Director, Packaging Institute, New York

11:40 A.M.—FROZEN CANDIES—STORAGE AND MERCHANDISING

Fred Arnold, Fannie-May Candy Shops, Chicago

12:00 Noon—QUESTIONS AND ANSWERS

12:30 P.M.—ADJOURN FOR LUNCHEON

1:00 P.M.—AACT—ANNUAL MEETING AND LUNCHEON

PRESIDING

Norman W. Kempf, Presiding AACT

LUNCHEON SPEAKER (Invitation extended)

Report of Officers

Election and Installation of Officers

Presentation of Stroud Jordan Award by Justin Alikonis, 1954 Award Recipient, to C. R. Kroekel

WEDNESDAY EVENING TECHNICAL SESSION

JUNE 8TH

"YOUR CANDY CLINIC"

7:30 P.M.—PRESIDING:

Waldorf Room

C. R. Kroekel

Kroekel-Oetinger, Inc., Philadelphia, Pennsylvania

Film: EGG SOLIDS COUNCIL

or

COCONUT PROCESSING FILM of Frank-

lin Baker Division of General Foods Corporation

8:00 P.M.—INSPECTION COMMITTEE—INSPECTION REPORTS—DIRECTED TO EMPLOYEE

8:15 P.M.—YOUR CANDY CLINIC—ANSWERS TO YOUR PROBLEMS

Bring your individual problems to be answered by the panel of experts. Basic fundamentals of candy making to be discussed.

Panel Members

1. James A. King, The Nulomoline Division of American Molasses Co.
2. L. Russell Cook, Ambrosia Chocolate Company
3. Howard G. Aylesworth, Burrell Belting Company
4. Gerald S. Doolin, NCA Staff
5. William Hoover, Refrigeration Research Foundation
6. Amerigo D'Agostino, Supermatic Packaging Corporation
7. Dr. J. M. Newton, Clinton Foods
8. Edward W. Meeker, American Sugar Refining Company
9. Marvin W. Cochran, Durkee Famous Foods, Div. of The Glidden Co.
10. Dr. J. G. Woodroof, Georgia Agricultural Experiment Station

10:00 P.M.—ADJOURNMENT



Dark and Light Chocolate in One Mixer

Only Stehling offers you a
2-COMPARTMENT MIXER

A vertical center partition divides the Stehling 2-compartment chocolate mixer. Each compartment has separate agitators.

Users work dark chocolate in one compartment, light chocolate in the other; or melt and mix in one while drawing off the other.

One mixer does the work of two, with superior mixing action that no other mixer gives you. In capacities from 3000 lbs. to 15,000 for each compartment.

Write for details today.

CHAS H. STEHLING CO.

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• MILWAUKEE 12, WISC.

Factory Representative: R. S. and G. B. Hislop
1517 Grange Ave., Racine, Wisc.

NEW!

the
Hansella

SUPER ROBUST HIGH SPEED FORMING MACHINE

for seamless, filled, or solid
candy drops or tablets



Many new engineering principles are built into
this new Super Robust machine, providing 50%
higher production of seamless hard or plastic
candy.

WRITE TODAY FOR FULL DETAILS.

Exclusive Sales and Service
Representative for U. S. and Canada

VACUUM
CANDY MACHINERY CO.

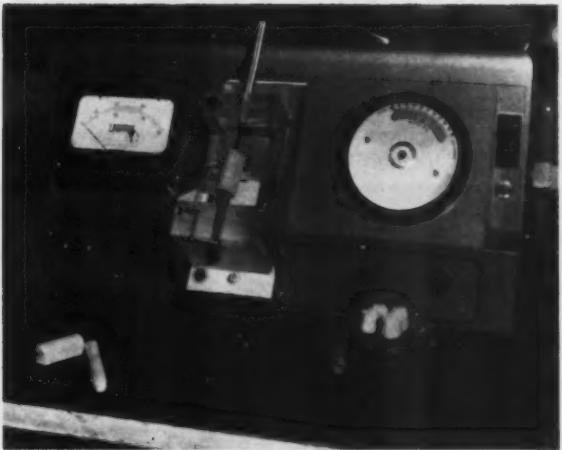


RACINE
CONFECTIONERS' MACHINERY CO.

15 PARK ROW, NEW YORK 38, N. Y.
Western Office and Factory: Racine, Wis. • Eastern Factory: Harrison, N. J.



Moisture determination is being made on marshmallows. Nine are tested at one time, with a reading showing the average of the nine. Curtiss has speeded up their moisture testing very substantially with the use of this instrument.



A piece of fudge is being tested on a special probe assembly that uses two opposing probes, one of which also takes the temperature of the sample. A separate probe assembly is shown with two grain marshmallow peanuts.

Moisture Determination at Curtiss Candy Company



The operator is adjusting the correction dial to correlate the instrument reading and the temperature of the sample. Coconut cream is being tested in the probe cup.

It appears that a practical moisture tester has been developed that is quick enough for use in production control, and accurate enough to replace, in most instances, the more time consuming methods such as the vacuum oven in the laboratory. It is reasonable in cost (about \$400) and tests moisture in about one minute on a wide variety of candies.

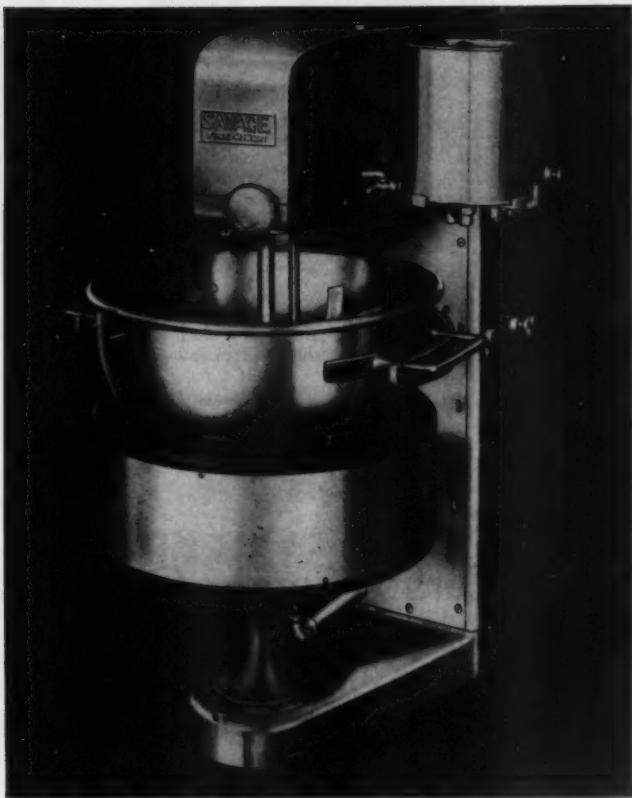
The first firm to make extensive use of this instrument on candy is Curtiss Candy Company, who received a pilot model in the spring of 1954. This instrument was tested against the vacuum oven on several types of candies, principally marshmallow, and found to be very accurate. After a few weeks of testing, the instrument was returned to the manufacturer, and a production model ordered on approval. The production model was tested and approved in March, and orders for two more instruments were placed for the two Curtiss marshmallow plants.

This instrument works on the principle of electrical resistance. Anywhere from two to sixty-four probes are used, wired in series or parallel, depending

SAVAGE LATEST FIRE MIXER

MODEL S-48

Thermostatic Gas Control—Variable Speed



The Savage Latest Fire Mixer, Model S-48, is Streamlined and Sanitary and has many new features and conveniences:

- Automatic Temperature Control
- Variable Speed from 30 to 60 RPM
- Break-back within floor space 32" x 48"
- Aluminum Base and Body Castings
- Atmospheric Gas Furnace with Stainless shell
- Removable Agitator, single or double action
- Stainless Cream Can and Stainless Drip Pan
- Copper Kettle 24" diameter 12½" deep or 16" deep

You can save labor and obtain uniform batches by setting the thermostat for degree cook desired. It cooks and mixes batches of caramel, peanut brittle, peanut candies, fudge, nougat, gum work, and with double action agitator is ideal for coconut candies and heavy batches.

Your inquiry invited

SAVAGE BROS. CO.
2638 Gladys Ave. Chicago 12, Ill.



on the resistance of the candy and the number of samples to be tested at one time. The probes, one of which houses a thermometer bulb, penetrate through the candy to provide a resistance reading. The resistance is read from a dial, and the temperature of the sample from the thermometer. A correction scale is used to correlate the temperature and resistance, giving a reading in percent of moisture. A standard scale is provided with the instrument, but in most cases each product must be calibrated, and a special snap ring attached over the standard scale in order to provide an accurate reading.

This moisture tester was first calibrated for use with marshmallow, made by Curtiss in Chicago and Dallas. Comparisons were run between the electric tester, a vacuum oven and the Xylene method. The tests, done on the production model, were carried out by averaging twelve pieces per run on five runs. Twelve pieces were tested whole on the moisture tester, and then cut in half. Twelve halves were run in the oven and twelve by Xylene. The results of the tests are shown below, with the oven results shown as standard, and the variation between the oven and the probe and Xylene methods noted.

VERIFICATION TESTS OF THE PROBE WITH VACUUM OVEN AND XYLENE MOISTURE TESTING METHODS

Vacuum oven results are control.

Test Run	Probe	Xylene
1	.01	.01
2	-.16	-.10
3	-.14	-.14
4	-.22	(none)
5	-.26	-.22

Grain marshmallows were also tested on the probe. The results of the tests, shown below, are noted as variations from the results with the vacuum oven.

Test Run	Probe
1	-.11
2	+.02
3	-.14
4	-.04
5	-.15

Tests have shown that this instrument can be used on caramel, coconut centers and fudge. Caramel is being tested with the use of a special probe assembly. Two probes are built into a plastic disk, and

it is in turn fastened into the lid of a mason jar. The jar is filled in the factory by one of the operators there, the cover put on, and the jar inverted. When the jar arrives at the lab, the caramel has flowed down around the probes and it can be hooked into the instrument and the percent of moisture found in less than a minute. Caramel was calibrated by comparing the probe results from those obtained in the vacuum oven.

The fudge core of the Baby Ruth bar is tested for moisture content with the use of opposing probes. A standard length of the core is cut, and inserted between a stationary probe and a spring loaded probe. The stationary probe also houses a thermometer bulb. This method has proven quite satisfactory.

Coconut centers can also be tested for moisture content with the use of a cup with two probes built into the bottom. The coconut center is pressed down over the probes and temperature and resistance readings taken.

It seems from the experience that Curtiss has had with this instrument, that almost any type of candy can be tested accurately, if enough care is taken in designing a suitable probe that will give a truly representative reading of the product. Curtiss only tests candies that have a moisture content above 3% with the probe, and have no experience with candies below this figure, notably hard candy. However, some experimenting is being done on low moisture candies, and presumably such tests will work out satisfactorily with the use of

an amplifier in the circuit and a probe that will provide good contact with the candy.

Curtiss plans to install the two new instruments on order in their two marshmallow plants, where they will be used for production control. One of the factory employees will be given a few hours instruction and practice in the lab, and then will be able to handle the instrument regularly in the factory. Because of its speed and accuracy, it will be very useful in testing marshmallows in starch and during

the packaging operations and storage.

Thus, a moisture testing instrument has been developed that is applicable to candies, yet is fast enough to be useful as a production control instrument and accurate enough to use in the lab. As more information is learned about this instrument, and the techniques of its use improve, it may become a standard control instrument in candy factories, and make a great contribution to the cause of quality control and cost control.

Reflecto

Cooling Tunnel Belts and Plaques

A Coated Fabric— Not A Lamination

- A smooth bright finish given to bottoms
- No separation between coating and fabric
- No cracking or wrinkling of belt, causing poor bottoms

Call or write for samples

"Buy Performance"

Branch Offices:
New York City
Los Angeles

BURRELL BELTING CO.
7501 No. St. Louis Ave., Skokie, Ill.



Moisture Determination at Ambrosia Chocolate Company

The Ambrosia Chocolate Company, Milwaukee, Wisconsin, has found that measuring the moisture content of the company's products is not the time consuming process it used to be. Since their purchase of a Cenco Moisture Balance, Ambrosia's laboratory technicians have reduced the time for accurately determining moisture content from a half hour to a few minutes.

The Moisture Balance utilizes the principle of drying by infrared radiation. A sample of the substance to be tested is evenly distributed on a weighing pan. When the dial is set at zero, enough sample is added to the pan until the pan index also shows zero. An infrared lamp is then lowered into position and the sample is dried by radiant heat. As the moisture is driven off, the readings increase. The final reading, showing percentage of moisture, is easily read when the infrared heat has driven off all the moisture. A unique feature of the instrument is the fact that drying and weighing are accomplished simultaneously.

The Ambrosia Chocolate Company utilizes the instrument on an average of six or seven times a day and in a variety of ways. For example, as soon as the cocoa beans arrive the moisture content must be taken, as this indicates in advance of the roasting process the approximate yield they can expect. It also indicates whether or not the beans contain too much moisture, a factor which increases the danger of molding while in storage. Up to 8 per cent moisture content is considered safe.

During and after the chocolate liquors have been Dutch treated, the instrument is used again as the time of cooking is controlled by the amount of water left in the liquors.

Even the finished cocoa is checked thoroughly to be sure it hasn't absorbed too much water during processing. No more than 5 per cent moisture content in finished cocoa is preferred. Cocoa powder and liquor are tested in about six minutes, while crushed unroasted nibs take about 20 minutes.

Still another use for the instrument at Ambrosia is checking the moisture content of milk powders. The higher the moisture content in the milk powder, the higher the moisture content of the subsequent milk chocolate; therefore a greater amount of cocoa butter

would be required to bring it to the proper viscosity.

The Moisture Balance is the third method used by Ambrosia to determine moisture content. Years ago, the only method available consisted of first weighing the product, then drying it in an oven, and weighing it again after all the moisture had been taken out. This method took from four to twelve hours.

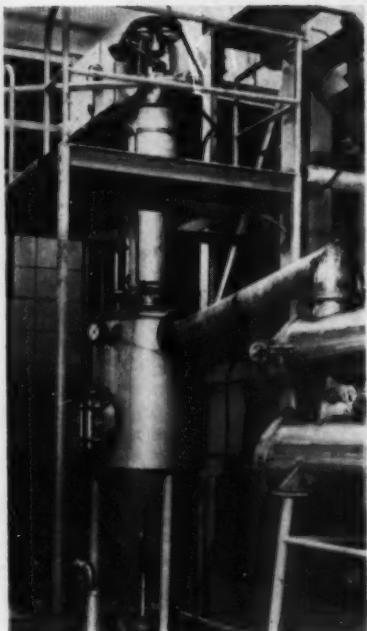
Later, the Bidwell Sterling distillation method was used, but this was a complicated procedure which took about half an hour and required the service of a skilled technician.

This new instrument by reducing the time to only a few minutes and eliminating the necessity for a skilled operator, permits the company to make more frequent determinations. This has resulted in greater efficiency and better quality in production.



Roy F. Korfage, technical director at Ambrosia Chocolate Company, places cocoa sample in weighing pan of moisture testing instrument as first step in determining the cocoa's moisture content. Infrared lamp is then lowered over sample for drying. Percentage of moisture on dial located on right side of instrument.

New Equipment Notes



A new concentrator-evaporator has been developed for the cooking and the concentration of heavy viscous materials. This is a vertical heat exchange type of equipment with the product inlet at the top of a heated

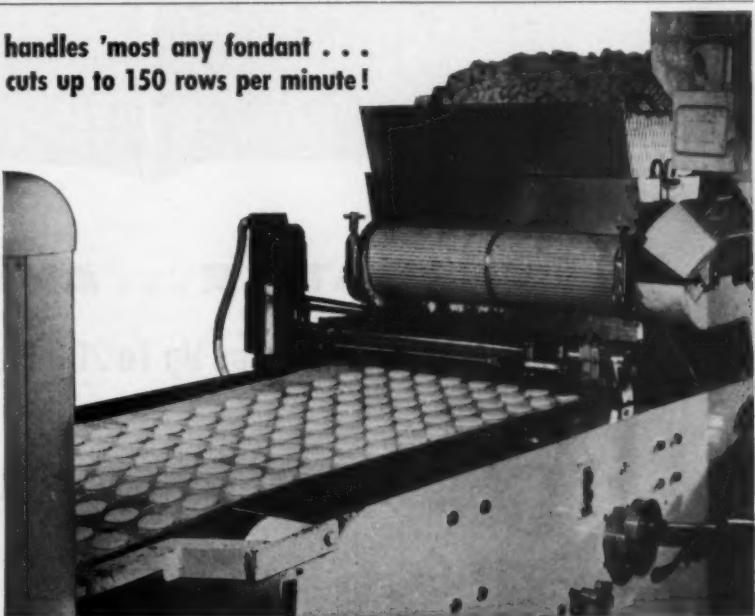
cylinder. Rotating vanes with close clearances with the heated surface, provide turbulent flow and uniform heat transfer of all the material as it passes through the unit in a matter of seconds. The material falls from the heating section to a separator chamber and collects at the bottom to be drawn off with a pump. Vapors are drawn off at the top of the separator chamber.

For further information write: Buflavak Equipment Division, Blaw-Knox Company, Farmers Bank Building, Pittsburgh, Pa.

A bulk sugar hopper-type railroad car has been developed for economical long distance bulk shipping of sugar. The dust and moisture-proof hopper cars can be loaded with 40 tons of sugar in about an hour and a half and unloaded in about the same length of time. The cars are refitted with cork insulation and finished plywood as the interior surface. Joints are covered with stainless steel.

For further information write: J. C. Corrigan Company, Inc., 41 Norwood Street, Boston 22, Mass.

handles 'most any fondant . . . cuts up to 150 rows per minute!



NEW WERMAC CANDY MACHINE

You have to see it to believe it could be so fast, so versatile.
You have to have it to believe the extra profits it builds!

This all-new Wermac machine handles 'most any fondant — creams or caramels, plain or nut and fruit-filled. It extrudes an unlimited range of shapes . . . cuts, slices or saws up to 150 rows of uniform centers per minute . . . moves them automatically to enrober or next operation. Yet it requires but a single, part-time attendant!

A smaller Wermac model drops cuts directly into enrobing vat or onto hand-fed pans. Write, wire or call for full details on both.

To: Department 15, Wermac Co.
Please rush full information
regarding your new candy ma-
chine as follows:

- Large machine
 Small machine
 Have representative call

Name _____

Company _____

Address _____

WERMAC CO.

1765 ALPINE, N.W.
GRAND RAPIDS, MICHIGAN

CONVEYORS

Corrigan bulk dry sugar handling and storage systems convey sugar from unloading point to storage and from storage to production.

Improve production facilities

Lower operation costs

J. C. Corrigan Co., Inc.
41 Norwood St., Boston 22, Mass.

VERSATILE... AND FAST

Forgrove 22-B Wraps Up To 200 Pieces A Minute

Hard candies or soft-center pieces . . . a wide variety of shapes . . . the Forgrove Model 22-B wraps them all at cost-cutting speeds up to 200 a minute. You get an extremely tight, attractive fan tail twist, using cellophane, waxed paper or reinforced foil. The machine will accommodate slight variations in size and shape.

For completely automatic operation, the Mark III Automatic Feed Unit may be attached as

shown. A vibrator mechanism helps assure continuous feeding. This attachment is suitable for any hard candy shape which does not have to be fed to the wrapper in one particular position.

Other Forgrove models will handle different shapes—lollipops, stick candy, etc. If you would like complete information, we will gladly study your needs and recommend the correct Forgrove model. Just call or write our nearest office.



EAST LONGMEADOW, MASSACHUSETTS

NEW YORK • PHILADELPHIA • BOSTON • CLEVELAND • CHICAGO • MINNEAPOLIS
ATLANTA • DALLAS • DENVER • LOS ANGELES • SAN FRANCISCO • SEATTLE • TORONTO

SOLE AGENTS IN THE U.S. AND CANADA FOR ALL FORGROVE CANDY-MAKING AND WRAPPING MACHINES

The MANUFACTURING CONFECTIONER'S

Candy Clinic

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANUFACTURING CONFECTIONER.

Easter Candies and Packages; Moulded Goods

Code 5A5 Hollow Milk Chocolate Chicken ½ ozs. 30¢

(Purchased in a department store, Chicago, Ill.)

Appearance of Piece: Good
Size: Small for a 30¢ seller.

Container: Hollow chicken is dipped in orange colored wax. Wax had to be peeled off before the chocolate could be eaten.

Molding of Chicken: Very good.

Chocolate: Good.

Remarks: A novelty of this kind is mostly consumed by children. Highly priced at 30¢.

Code 5C5 Chocolate Coated Egg No weight stated 10¢

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good.

Box: Folding box printed in blue, red and brown. Overall imprint of rabbits in colors. Cellulose window on top.

Coating: Fair.

Center:
Molding: Poor.
Color: Good.
Texture: Short and dry.
Taste: Fair.

Remarks: Egg is not up to the standard of some others we have examined at this price. Suggest weight be printed on box.

Code 5N5 Chocolate Coated Fruit & Nut Egg 3 ozs. 19¢

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good.

Box: Folding box printed in blue, red and white. Cellulose window.

Chocolate Coating:

Color: Good.
Gloss: Fair.
Taste: Poor. Very greasy.

Center:
Color: Good.
Texture: Fair, dry.
Taste: Fair.

Remarks: Egg is not up to the standard of others we have examined in this price field.

Code 5J5 Chocolate Coated Fruit & Nut Cream Egg ½ lb. 49¢

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good.

Box: Folding box printed in purple, pink and white. Imprint of chick and rabbit in colors.

Chocolate Coating: Good.

Center:

Color: Good.
Texture: Good.
Taste: Good.

Remarks: The best cream egg we have examined this year at this price.

Code 5K5 Solid Milk Chocolate Bunny 2 ozs. 29¢

(Purchased in a department store, Chicago, Ill.)

Appearance of Bunny: Good.

Container: Cellulose bag, paper clip on top printed in yellow and green.

Chocolate: Good.

Molding: Good.
Gloss: Good.
Taste: Good.

Remarks: Well made and good eating. One of the best we have examined in this price field.

Candy Clinic Schedule For the Year

JANUARY—Holiday Packages; Hard Candies

FEBRUARY—Chewy Candies; Caramels; Brittles

MARCH—Assorted Chocolates up to \$1.00

APRIL—\$1.00 and up Chocolates; Solid Chocolate Bars

MAY—Easter Candies and Packages; Moulded Goods

JUNE—Marshmallows; Fudge

JULY—Gums; Jellies; Undipped Bars

AUGUST—Summer Candies and Packages

SEPTEMBER—Bar Goods; 5¢ Numbers

OCTOBER—Salted Nuts; 10¢-15¢-25¢ Packages

NOVEMBER—Cordial Cherries; Panned Goods; 1¢ Pieces

DECEMBER—Best Packages and Items of Each Type Considered
During Year; Special Packages; New Packages

Texture: Good.
Flavor: Fair.
Remarks: One of the best 5¢ cream eggs we have examined this year.

Code 5D5
Chocolate Coated
Grape Cream Egg

2 ozs. 10¢

(Purchased in a department store, Chicago, Ill.)

Appearance of Egg: Good.
Wrapper: Foil wrapper printed in purple, green and red.
Coating: Good.

Center:
Color: Good.
Texture: Good.
Flavor: Good.

Remarks: One of the best cream eggs in this price field we have examined this year.

Code 5F5
Marshmallow Chocolate
Eggs & Chicks on a Stick

3 ozs. 40¢

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good.
Container: Folding box printed in green,

red and white. Cut out windows on cover. Cellulose wrapper.
Chocolate Coating: Good.
Center: Marshmallow
Molding: Good.
Color: Good.
Texture: Good.
Taste: Good.
Remarks: A good looking novelty box and quality of candy was very good.

Code 5G5
Milk Chocolate
Hollow Eggs

3½ ozs. 39¢

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good.
Container: Folding box printed in lavender, green and white. Cellulose window on top. 12 eggs, each wrapped in colored foil.
Milk Chocolate:
Color: Good.
Molding: Good.
Gloss: Good.
Taste: Fair.

Remarks: The quality of the chocolate is not up to the standard of some pieces we have examined in this price field.

Code 5H5
Chocolate Coated
Marshmallow Eggs

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Good.
Container: Regular egg crate printed in green and purple. Imprint of rabbits in colors.
Appearance of Box on Opening: Fair.
Coating:
Color: Dark.
Gloss: Fair.
Taste: Fair.
Center: Marshmallow
Color: Good.
Texture: Good.
Taste: Good.
Remarks: Crate is entirely too large for this size eggs. The best eggs of this kind we have examined this year.

Code 5M5
Chocolate Drops

14 ozs. 98¢

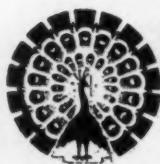
(Purchased in a Railroad depot, Chicago, Ill.)

Appearance of Package: Fair.
Container: Container is the same as used for Ice Cream. Cellulose window on cover. White printed in red and brown. Drops are wrapped in wax paper. Drops are similar to old fashioned Ice Cream Drops.
Coating: Dark
Color: Good.
Gloss: Partly bloomed.
Strings: None.
Taste: Fair.

Remarks: Very cheap container for this priced candy. Highly priced at 98¢ for 14 ozs.



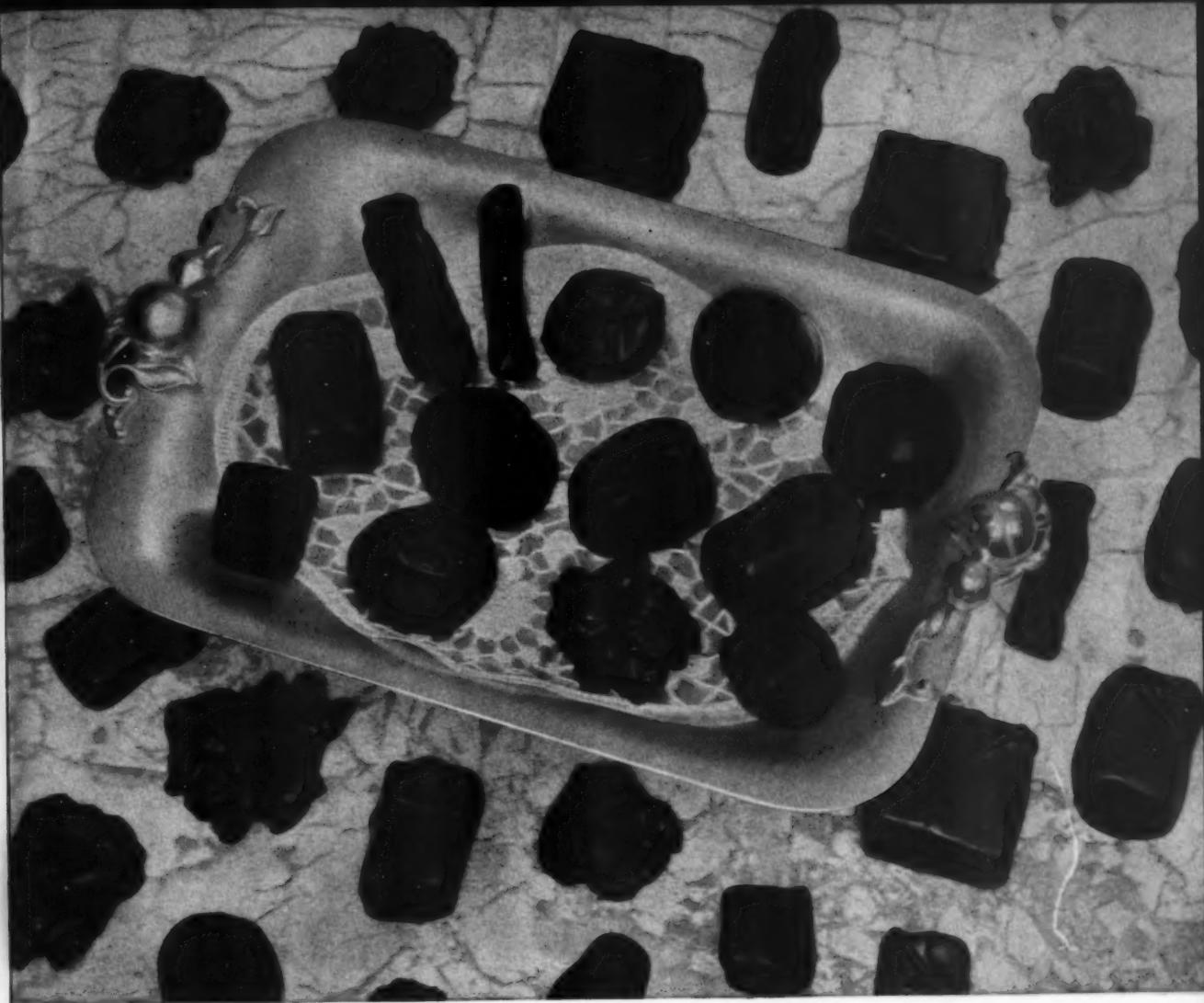
In the growing competition for sales, give your product outstanding appetite-appeal by using



Peacock Brand

CERTIFIED FOOD COLORS

Manufactured and Distributed by Wm. J. Stange Co.
Chicago 12, Illinois Oakland 21, California
In Canada: Stange-Pemberton Ltd., New Toronto, Ont.



Chocolate Coatings

by



**chocolate
coatings
for your
finest
candies**



T'S
Ambrosia
FOOD OF THE GODS



Ambrosia Milk Chocolate Coatings that are a blending of creamy-rich milk from America's Dairyland with mellow, smooth Chocolate liquor.

Ambrosia Vanilla Chocolate Coatings that are carefully balanced to preserve all the delicate touch of costly Vanilla in the smooth, smooth Chocolate.

Ambrosia "Fondant" Chocolate Coatings, both Milk and Vanilla, to please the confectioner with a continental taste . . . and of course Ambrosia Bitter Sweet Chocolate Coatings and Chocolate Liquors, too.

All Ambrosia Chocolate Coatings are recognized for a smoothness that complements your creamiest centers; flavor that is full-bodied and rich; and a workability that assures success to the most demanding candy craftsman in their skillful stringing and glossy finish.

- We'll be glad to send you complete information about these "Food of the Gods" quality Chocolate Coatings for your finest Candies. Just send your inquiry to:

AMBROSIA CHOCOLATE COMPANY

1109-21 N. Fifth St., Milwaukee 3, Wisconsin

Manufacturers of Fine Quality Chocolate and Cocoa Since 1898

FOOD OF THE GODS

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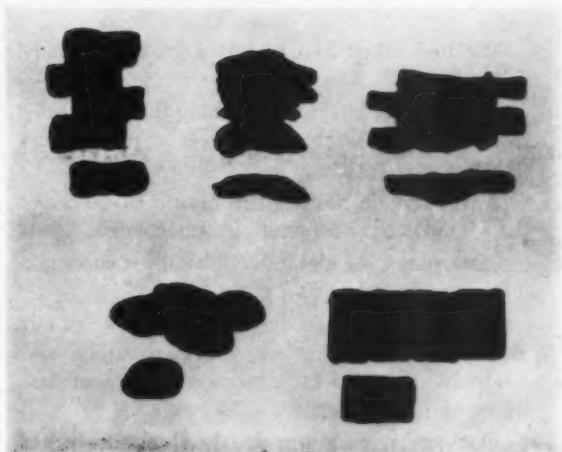
Specialists in Candy Bars

by STANLEY E. ALLURED, *Editor*

Out on highway No. 12, between Chicago and Lake Geneva, Wisconsin, is a very unusual retail candy manufacturer. The feature that sets Anderson's Candy Shop, Richmond, Illinois, off from all others is the fact that they specialize in manufacturing and selling ten cent candy bars. These bars actually make up almost half of their volume, a total of 100,000 bars each year. While at first glance this specialty may not seem to be particularly economical, a little digging into the actual operations turns up several distinct advantages of selling candy in bar form, both to the manufacturer and the customer.

From the consumers standpoint, candy in bar form is cheaper than in the form of boxed chocolates. The bars average about twelve to the pound, therefore, retailing at \$1.20 per pound. This average assortment of bars includes all types of nut and fruit pieces as well as buttercreams, chips and creams. At about fifty percent coating, that is a good price for the highest quality candy.

The consumer also enjoys a complete selection of types. Almost every center found in the six standard boxed assortments is also available in bar form, a



total of over forty types of bars. Thus, the customer can pick from the trays of bars just the assortment of pieces that appeal to him the most, or just a straight pack of bars.

Since each bar is packed into an individual printed glassine bag, the packaging problem is small and the expense is low compared to the set up box required for regular assortments. Bags are ordered in lots of 100,000, with one order made each year. Each bag is printed with the name of the piece of candy, anywhere from 1,000 to 6,000 of each type are ordered. This is about one years supply.

The advantage of Anderson's is that these bars supply most of the need for a bulk department. Their customers are accustomed to order several bars of their particular favorites among the pieces in the line, rather than requesting a specially packed box of small pieces. In this way, customers with special

The photo above shows some of Anderson's bars and corresponding pieces. Below each bar is the piece of the same center which goes into the boxed assortments. The bars are obviously four or five pieces dipped together in a pattern. The same string is used on the bars as is on the pieces of the same center.

Just three ingredients



the candymaker said

We had asked him to test a group of candy formulas* . . .

"If you're looking for something that will really sell," he said, "forget formulas, and stick to just three ingredients."

And then he named the magic three . . . ALMONDS . . . caramel . . . chocolate.

"Mix plenty of almonds with either chocolate or caramel, and you've got a winner."

Those were his words. Of course, it's not our intention to tell you how to make candy, and undoubtedly there are other excellent combinations of ingredients.

Our job is handling nearly three-fourths of the California crop . . . processing almonds to give candy-makers the exact grades and sizes they want, in the form they want 'em . . . graded natural kernels, or kernels split, sliced, halved, chopped, or diced.

You can be sure Blue Diamond Almonds will always be high in quality, free from dust, foreign particles or bitters, uniformly graded to minimize sorting and handling in your plant.

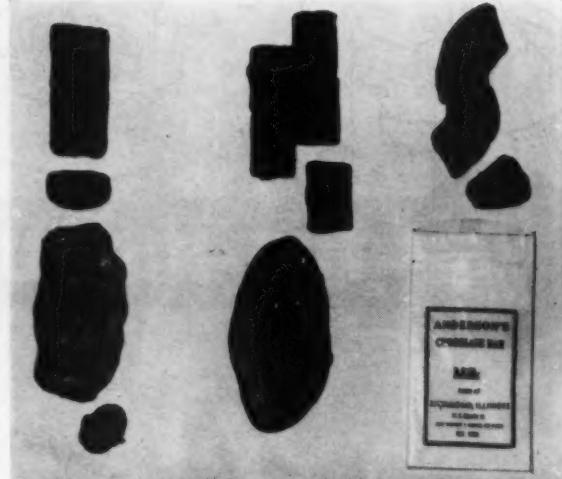
**CALIFORNIA ALMOND
GROWERS EXCHANGE**
SACRAMENTO, CALIFORNIA

Sales Offices:
100 Hudson St., New York 13, and
549 W. Randolph St., Chicago 6, Ill.

**BLUE
DIAMOND
ALMONDS**



*He liked our formulas, and adapted several to his own use.
Write us for your copy of "Formulas for Candymakers."



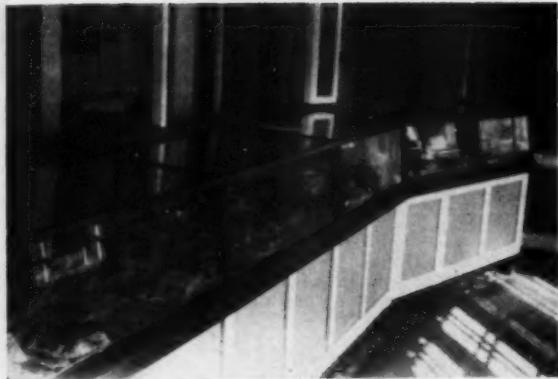
Here are more bars and centers. On the upper left is a pineapple piece and bar. On the bottom row are; filbert pieces, plain hand dipped milk chocolate bar, and a glassine bag of the type used for all bars.



This is the house that is the home of the Andersons. The windowed front porch is the salesroom, with all cooking and packing back on the first floor. Several additions have been made to the building as the business grew.

Bar centers are made up at the same time that centers are made for the assortments. In most cases, the bars are made of three or four individual pieces. In the case of chips, which are bought, the bar is four individual chips, dipped together in a pattern. The cream centers are made up by molding three or four small pieces together, then dipped. Peel is formed into bars by combining four or five pieces. This combining of centers into bars is not done haphazardly. They are put together in such a fashion that they form an attractive pattern, and they are usually strung with the same string as the small piece in the assortments.

These bars are particularly attractive to mothers who are putting on parties for children. Single orders for three to five dozen bars are the usual daily occurrence during the summer and fall tourist season. School parties account for additional business in bars.



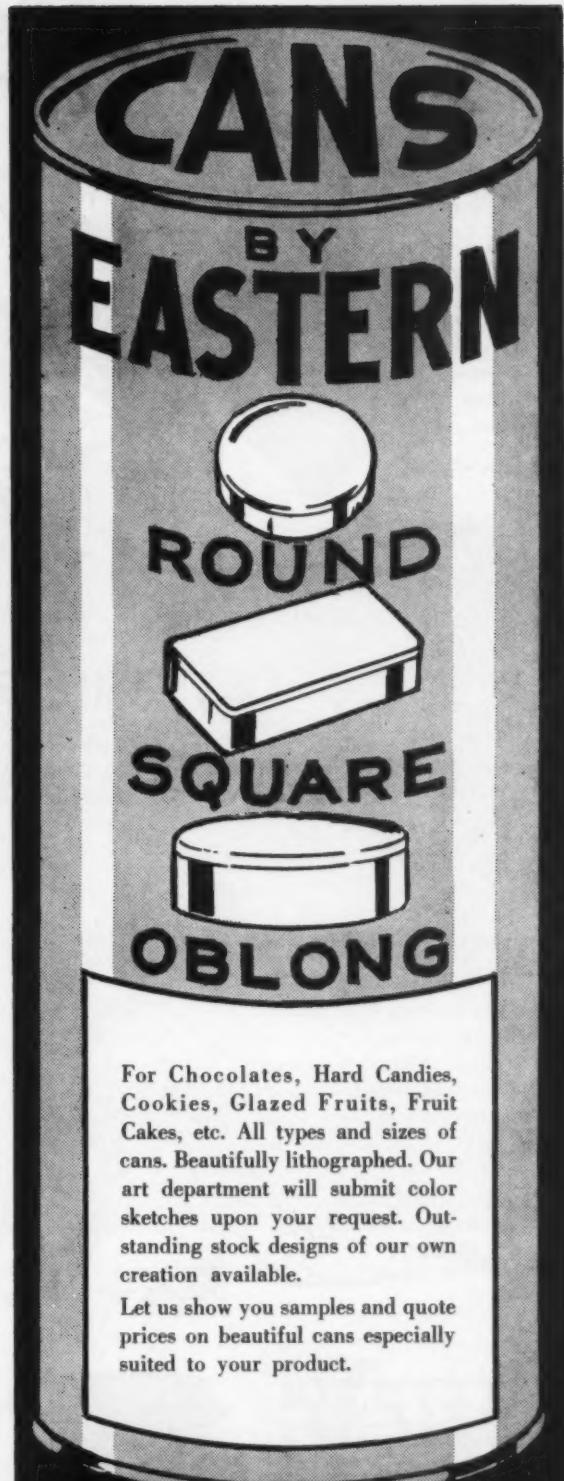
The Anderson's salesroom, though small, is light and spotless. It measures about 8 feet by 20 feet, with one long counter.



This is a portion of the counter devoted to bars. Over 40 types are usually on display. Each is packed in a glassine bag, and the customer can look down through the case to pick out from the labels the one or assortment desired.

Actually, though the bars are the real specialty at this shop, the regular boxed assortments amount to a little over half of the business. Six assortments are boxed: fruit and nut, nuts, soft centers, hard centers, soft and chewy, and a full assortment. Each of these assortments are made up into all milk, all dark, and half and half. As a single set up box is used for all assortments, they are all prewrapped. However, different colored ribbon is used to tie each type of assortment, to facilitate identification by the sales person. Each box is also stamped with the assortment name for the convenience of the customer, but the identification by the sales person is by the color of the ribbon.

Arthur R. Anderson started his training in the candy business in 1904 on State Street with Charles F. Gunther and then John Kranz. In 1920 he decided to start out for himself, and borrowed \$200 with which he bought raw materials and a few candy making tools. His first store was on Armitage Avenue. This was his business location until 1926, when he moved to his present location in Richmond, Illinois. At the time of his move, he made arrangements with three retail stores near his former store to handle his candy to supply those in the neighborhood who had grown accustomed to his quality. This arrangement was the



EASTERN CAN COMPANY, INC.

48 KEAP STREET
BROOKLYN 11, NEW YORK

*3 things to remember
when you order Invert Sugar!*

KRIST-O-KLEER

makes candies taste better!

This uniform invert sugar helps keep the true, fresh flavor from drying out of your candies.



KRIST-O-KLEER

makes candies look better!

Because it controls moisture, Krist-O-Kleer gives candy a fresh, appetizing appearance.

KRIST-O-KLEER

makes candies keep better!

Confectioners have discovered that Krist-O-Kleer helps keep "sweets" fresher, because it retains moisture longer upon exposure to air and low humidity.



Order today from National's full line of Krist-O-Kleer invert and partial invert sugars.

**THE NATIONAL
SUGAR REFINING CO.**

New York, N. Y. and Philadelphia, Pa.



This file of stock holds pieces before packing in assortments. The boxes are grouped by type of center, with milk and dark of the same center together.



These stock boxes hold bars in individual bags, ready for the display counter. Over fifty boxes are shown, with almost that number of different bars.

thing that enabled him to survive the change in location and sustain himself until his business in Richmond grew large enough to support his family.

During the struggle to open the first candy shop, and through the years both in Chicago and in Richmond, Mrs. Anderson was indispensable to her husband in helping in the shop, selling, keeping the accounts, buying materials, and providing the encouragement when the going was roughest.

At the time Mr. Anderson started making chocolates a salesman, representing an eastern chocolate refiner was introduced to him by a friend, William Bell, who was in the flavoring business. This salesman, John Bachman, gave him 1,000 pounds of coating on credit, an important factor in starting the first candy shop. Mr. Bachman, who since that time acquired his own factory, has supplied the Anderson's ever since.

The location in Richmond, while perhaps a little daring at the time, has since proved to be a bonanza. The growth of Lake Geneva into a summer vacation area for Chicago area has sent tens of thousands of vacationers by the Anderson candy shop, and made the summer months by far the most important period for the Andersons.

Though Anderson's supplies all of the market for homestyle chocolates in and around Richmond (it is the only manufacturing candy shop in this town of



**the greatest taste
in chocolate today
... as always**



COATING

Through the years, consistently fine quality chocolate coatings

PETER'S • RUNKEL'S



THE NESTLÉ COMPANY, INC.

2 WILLIAM STREET • WHITE PLAINS, N.Y.

WAREHOUSES:

Atlanta • Cambridge, Mass. • Chicago • Cincinnati • Cleveland • Dallas • Denver • Detroit • East Hartford, Conn.
Fulton, N.Y.—Factory • Jacksonville • Kansas City, Mo. • Los Angeles • Milwaukee • Minneapolis • New Orleans
New York • Philadelphia • Pittsburgh • Portland, Ore. • St. Louis • Salt Lake City • San Francisco • Seattle

*Trade Mark Reg.

623 population) over 90% of their business is transient. Most of this transient business, however, is repeat business from customers who have been coming to or through this area on vacations for many years.

All of the dippers that have worked at Anderson's since they have been in Richmond have been trained in that art by Mr. Anderson. He learned to do dip while watching the girls who worked in his shop in Chicago, and the knowledge paid off in Richmond. There hand dippers were unknown, so they were recruited from local girls and trained to dip heavy and string accurately.

While one dipper will usually keep up with the demand during the winter months, except for holidays, three, and at times four, are needed during the summer months. Air conditioning allows them to manufacture and sell top quality candy throughout the summer, and keep up with the demand of the summer vacationers.

Arthur Anderson's son, Raynold, who now manages the shop and does most of the candy making, started helping his father when he was five or six years old. He continued working in the shop through high school and afterward until he entered the Army in 1942. After the war he worked at several other jobs, until he returned to Richmond to reopen the candy shop in 1948.

The candy shop closed during the war when materials became too hard to get. At that time, the shop opened for a day or two whenever enough materials were collected to make a few hundred pounds of

candy. The shop stayed closed after the war until Raynold returned to reopen the shop with his father's assistance. From the first day, there was more business than the shop could handle. Old customers who remembered the candy from before the war, and new customers who had seen the "Anderson's Candy Shop" sign, which had been left up during the years of closing, came in to try some candy. Volume has increased steadily the last few years, as the area in and around Lake Geneva has developed.

If you are in Richmond, Illinois during the summer or fall, stop by and meet the Andersons, and watch the ten cent bars sell, literally by the dozens.



A tray of dipped bars in the foreground. The dipper is making pieces for boxed assortments.



It's hard to do...but it can be done, and Wilbur does it again and again

HITTING the mark consistently is the rule at Wilbur-Suchard. Only a Wilbur Chocolate Coating will do justice to your centers because only Wilbur assures you of the same fine flavor, month after month. Wilbur's "quality control" takes care of that. Expert blending of a variety of cocoa beans, plus long experience in the roasting and other processing are the secrets of Wilbur's ability to maintain a consistent flavor quality in chocolate coatings.



WILBUR CHOCOLATE COATINGS

WILBUR-SUCHARD CHOCOLATE COMPANY, INC. • LITITZ, PA.

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35TH ANNUAL A.R.C. CONVENTION JUNE 5, 6, 7, 8, 1955 BALLROOM, DRAKE HOTEL, CHICAGO

SUNDAY, JUNE 5, 1955

- 2:00 P.M. Registration—Foyer, French Room.
 2:00 P.M. to 6:00 P.M. Preview Allied Trades Exhibits—Walton Room.
 5:30 P.M. to 6:30 P.M. President and Mrs. Oliver's Reception for New Members—French Room.
 6:30 P.M. House of Friendship—Gold Coast Room (*Self-Treat Cocktail Party, Buffet Supper, Entertainment and Dancing*).
 Reception Committee: *Mrs. Olin Brown, Chairman Mrs. Howard Vair, Mrs. Sydney Bogg.*
 Music and Entertainment, courtesy of *Guittard Chocolate Co., San Francisco, California, Racine Confectioners' Machinery Co., New York, N.Y.*

MONDAY MORNING, JUNE 6, 1955

- 9:00 A.M. Registration—Foyer, French Room.
 9:30 A.M. Monday morning session—Ballroom. Active Members Only.
 Opening 35th Annual A.R.C. Convention.
Joseph B. Oliver, Oliver's Candy Shoppe, Batavia, N.Y., presiding.
 Roll Call.
 Appointment of Committees.
 10:00 A.M. Annual Report, *W. D. Blatner, Secretary & Treasurer, A.R.C.*
 10:30 A.M. Schoolmaster Howard Vair and his Candy Quiz Kids: "What's on the Fire?"
Dick Wood, Fernwood Candy, Salt Lake City, Utah
Achilles Pulakos, Pulakos, Inc., Erie, Penn.
Gene Dinstuhl, Dinstuhl's, Memphis, Tenn.
Alexander Asher, The Alexander Candies, Ambler, Penna.
Jack Sanders, Fred Sanders, Detroit, Mich.
 12:15 P.M. Luncheon—Members and Guests—French Room.
 1:15 P.M. Sound movie in color: "Brown Gold"—The complete story of chocolate presented through the courtesy of *C. J. Van Houten & Zoon, Inc., New York, N.Y.*

MONDAY AFTERNOON, JUNE 6, 1955

- 2:00 P.M. Active members only. Ballroom.
 Candy Production Clinic: demonstrating new candy-making equipment. *Joseph B. Oliver, Oliver's Candy Shoppe, Batavia, N.Y., presiding.*
 4:00 P.M. Visit Allied Trades Displays, Walton Room.

TUESDAY MORNING, JUNE 7, 1955

- 9:00 A.M. Registration—Foyer, French Room.
 9:30 A.M. Active Members Only.
 Active Members will set up their displays for the Wednesday afternoon Clinic. (Displays are being set up on Tuesday morning this year so that members can have ample time to examine the displays at their leisure prior to the Candy Clinic on Wednesday afternoon).
 Tuesday morning will also be utilized to make a buying visit to our Allied Trades Exhibit in the adjoining Walton Room.
 12:15 P.M. Luncheon—Members and Guests—French Room.
- TUESDAY AFTERNOON, JUNE 7, 1955**
- 1:30 P.M. Active Members Only. Ballroom.
 Advertising—Merchandising—Point-of-Purchase. Panel Chairman: *Laurance A. See, See's Candy Shops, Inc., Los Angeles, Calif.*

(1) Roadside Merchandising—Billboard Advertising,
Arthur Connelly, Old Salem House Candies, Danvers, Mass.
James W. Sotus, Sotus Candy Co., Newcastle, Penna.

(2) Point-of-Purchase Advertising to Sell More Candy.
C. R. Moore, The Maud Muller Candy Co., Dayton, Ohio

Jesse A. Anderson, Stuckey's, Incorporated, Eastman, Ga.

Mildred Langan, Loft Candy Corporation, Long Island City, N.Y.

Thomas J. Sullivan, A.R.C. Director, Public Relations

(3) New Trends in Packaging.
 Odd Size Packages—*Thomas L. Shattuck, Frank G. Shattuck Company, New York, N.Y.*

How to Display and Merchandise Combination Packages.
"Si" Hack, Loft Candy Corporation, Long Island City, N.Y.

Novelties and Tie-Ons—*Mrs. Don (Billy) Thomas, Mrs. Thomas' Candies, Cincinnati, Ohio.*

Weekly Feature Specials—*Don Stein, Dutch Mill Candies, Chicago, Ill.*

(4) Candy and Television—*Laurance A. See, See's Candy Shops Los Angeles, Calif.*

Color Sound Movie visit to the See's Candy operation.

4:00 P.M. Visit the Allied Trades Displays, Walton Room.

8:30 P.M. Dinner Dance—Gold Coast Room.

Mrs. Olin Brown, Chairman, Reception Committee, will have charge of table reservations, arrangements and seating.

Music and Entertainment, courtesy of:

Guittard Chocolate Co., San Francisco, Calif.
Racine Confectioners' Machinery Co., New York, N.Y.

WEDNESDAY MORNING, JUNE 8, 1955

- 9:30 A.M. Active Members may visit and study the Candy Clinic Displays.
 Active Members may visit the Allied Trades Exhibits in the Walton Room.
- 12:00 noon Luncheon—Members and Guests, French Room.

- 1:00 P.M. Report of Nominating Committee.
 Election and Installation of Officers.

WEDNESDAY AFTERNOON, JUNE 8, 1955

- 1:30 P.M. Active Members Only.
 Candy Clinic.
 Presiding: *Olin J. Brown, Olin Brown Candies, Stratford, Ont. Canada*
Ralph W. Hopkin, Marquetand's Inc., Philadelphia, Pa.
 In addition to our regular Candy Clinic, the following concerns will present candy merchandising displays for:
 Mother's Day: *See's Candy Shops, Inc., Los Angeles, Calif.*
 Father's Day: *Belle Harris Candies, Cleveland, Ohio*
 Sweetest Day: *Sydney Bogg Candies, Detroit, Mich.*
 Summer: *Heinemann's Candy Company, Milwaukee, Wis.*
 Easter: *King Cole Ice Cream Corp., Rochester, N.Y.*
 Birthdays: *The Maud Muller Candy Co., Dayton, Ohio*
- 5:30 P.M. Drawings of Attendance Prizes—Allied Trades Exhibits, French Room.

EXHIBITION HOURS

June 5—Sunday	2:00 P.M. to 6:00 P.M.
June 6—Monday	9:00 A.M. to 5:00 P.M.
June 7—Tuesday	9:00 A.M. to 5:00 P.M.
June 8—Wednesday	9:00 A.M. to 4:00 P.M.



Confection makers prefer
PENFORD CORN SYRUP because its
high quality is maintained through
shipment after shipment.

And you can repeat these claims for
DOUGLAS MOULDING STARCH and
CONFECTIONER'S THIN BOILING STARCH!

All 3 dependable pro-
ducts are manufactured



by **PENICK & FORD, Ltd., Inc.***

* 420 Lexington Avenue New York 17, N.Y. & Cedar Rapids, Iowa

"COOPER-STYLED FOLDING BOXES Attract Young Eyes"

**...Build Big Candy Sales!
"All Year Round"**

WRITE FOR DISPLAY BROCHURE OF BOX STYLES AND PRICES

COOPER
PAPER BOX CORPORATION

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BUFFALO 4, NEW YORK

CALENDAR

- May 12—New York Section of the American Association of Candy Technologists monthly meetings at Busto's Restaurant 11 Stone St., Manhattan at 6:30 P.M.
 May 12—Metropolitan Candy Brokers Association monthly meeting at the Hotel Empire, N. Y., at 8:00 P.M.
 May 13—Los Angeles Confectionery Sales Club monthly meeting at the Rodger Young Aud., 936 W. Washington Blvd., Los Angeles.
 May 14—Carolina Confectionery Salesmen's Club monthly meeting at Kuester's, Charlotte, N. C.
 May 14—Empire State Candy Club annual dinner dance at the Hotel Syracuse, Syracuse, N. Y.
 May 16—Chicago Candy Club monthly meeting at the Furniture Club of America, 666 Lake Shore Drive, 17th Floor.
 May 16-20—Materials Handling Conference at the International Amphitheatre, Chicago, Ill.
 May 17—Candy Executive Club monthly meetings at St. George Hotel, Brooklyn, N. Y. at 6:00 P.M.
 May 19—New York Candy Club monthly meeting at the Park Sheraton Hotel, 8:00 P.M.
 May 19-20-21—Pennsylvania Manufacturing Confectioners Association, 44th Annual Meeting and Convention at the Pocono Manor Inn, Pocono Manor, Pa.
 May 20—Semi-monthly meeting of the Denver Association Manufacturers' Representatives at the Daniels & Fisher Store Dining Room.
 May 21—Pittsburgh Candy Club silver jubilee at the Hotel Webster Hall, Pittsburgh, Pa.
 May 21—Great Plains Candy Club monthly meeting at the Castle Hotel, Omaha, Nebr.
 May 22-25—Annual Convention of the Flavoring Extract Manufacturers' Association at the Edgewater Beach Hotel, Chicago, Ill.
 May 26—Tidewater Wholesale Candy Club Monthly meeting at the Central Restaurant, Hampton, Virginia.
 May 27—Badger Candy Club of Milwaukee Monthly meeting at the Astor Hotel, 924 E. Juneau, Milwaukee, Wis. at 8:00 P.M.
 May 28—The Gopher Candy Club of Minneapolis monthly meeting at the Covered Wagon with luncheon at 12:30 noon.
 May 28—Dallas Candy Club monthly meeting at Semos Restaurant, 505 Ft. Worth Ave., Dallas, Texas at 12:30 P.M.
 June 3—St. Louis Candy Sales Association monthly meeting at Hotel Kings Way, Kingshighway and Westpine Blvd., St. Louis, Missouri.
 June 3—Semi-Monthly meeting of the Denver Association Manufacturers' Representatives, Daniels & Fisher Store Dining Room.
 June 4—Kansas City Candy Club monthly meeting at the Town House, Kansas City, Kansas.
 June 4—Northwest Candy Club monthly meeting at Hewett's Cafe, Seattle, Wash.
 June 5-8—Associated Retail Confectioners of the United States, Drake Hotel, Chicago, Ill.
 June 5-10—National Confectioners' Association, Conrad Hilton, Chicago, Ill.
 June 6—Confectionery Salesmen's Club of Baltimore monthly meeting at Gannons, 3150 Fred'k Rd. at 12:30 P.M.
 June 10—Los Angeles Confectionery Sales Club, Inc. monthly meeting at Rodger Young Auditorium, 936 W. Washington Blvd., Los Angeles.
 June 11—Carolina Confectionery Salesmen's Club monthly meeting at Kuester's, Charlotte, N. C.
 June 14-15-16—National Confectionery Salesmen's Association of America 75th annual convention at Wentworth-By-The-Sea, Portsmouth, N. H.
 June 17—Semi-Monthly meeting of the Denver Association Manufacturers' Representatives, Daniels & Fisher Store Dining Room.
 June 17-18-19—Boston Confectionery Salesmen's Club 26th anniversary at Wentworth-By-The-Sea, Portsmouth, N. H.
 July 13—Southern Salesmen's Candy Club, Hotel Roanoke, Roanoke, Va.

July 14-15—Southern Wholesale Confectioners Association, Hotel Roanoke, Roanoke, Va.
 July 16-19—Metropolitan Candy Brokers' Association annual exposition, Hotel Commodore, New York, N. Y.
 July 31-August 4—National Candy Wholesalers Association, Sherman Hotel, Chicago, Ill.
 August 28-31—65th Semi-Annual Boston Candy Show at the Hotel Statler, Boston, Mass.
 August 28-29-30—National Fancy Foods & Confection Show, Astor Hotel, New York.
 September 11-14—Philadelphia Candy Show, Ben Franklin Hotel, Philadelphia, Pa.
 September 15-18—Annual Meeting Packaging Machinery Manufacturers Institute, The Homestead, Hot Springs, Va.
 September 22-23-24—Michigan Tobacco & Candy Distributors Association convention at the Statler Hotel, Detroit, Mich.
 September 27—Candy Executives Club Annual Shore Dinner.
 September 29-30 and October 1—Indiana Tobacco & Candy Distributors Association Convention-Meeting at the Claypool Hotel, Indianapolis, Ind.
 October 18—Candy Executives Club 25th Anniversary Meeting.

The Financial Operations Committee of the National Confectioners' Association has inaugurated a new service for members of that group. A "Cost of Doing Business" survey has been developed by this committee after an exhaustive study of similar surveys in other industries, and of the information pertinent to such a survey among candy manufacturers. The collection and interpretation of data and preparation of reports will be under the direct supervision of Ernst and Ernst, nationally known firm of certified public accountants. All data submitted by the participating companies will be held absolutely confidential.

Details on the program and copies of the "Cost of Doing Business" survey form have been sent to NCA candy manufacturer members. It is hoped to have a preliminary report ready for the NCA convention program in June.

H. H. Krutz has been appointed Purchasing Agent for Mars, Inc. Mr. Krutz has been with Mars for twenty-five years and Assistant Purchasing Agent for the last five. John J. O'Rourke has been appointed Director of Research. Mr. O'Rourke has been with the company for eighteen years, serving as Assistant Director of Research for the past five years. The two men succeed Mr. R. E. Kilbourne, who recently resigned.

The Flavoring Extract Manufacturers' Association annual convention is being held at the Edgewater Beach Hotel in Chicago, May 22-25. C. C. Augustson, President, Illinois Retail Grocers Association will discuss "My Observations on the Merchandising and Sales of Flavoring Extracts in Grocery Channels". "Product Liability" will be discussed by Michael J. Thuma, one of the best informed attorneys in this field. Dr. Don Irish, Dow Chemical Company, will talk on "Testing for Toxicity in Laymen's Language". Mr. James Gillett, Assistant to the President, Victor Chemical Works, will discuss the subject "Use of Chemicals in Food". Their first six months investigation into the industry research program on Vanilla will be covered by the Boyce Thompson Institute of New York.



MERCKENS CHOCOLATE COMPANY, INC.

155 Great Arrow Avenue, Buffalo 7, New York

BRANCHES AND WAREHOUSE STOCKS IN

BOSTON, NEW YORK, CHICAGO, LOS ANGELES, OAKLAND, SALT LAKE CITY, SEATTLE

Attention!
Chewing Gum
Manufacturers

For a Better Product
For Bigger Sales . . .

Buy these famous brands of AMERICAN GUM BASE

- **BLUE RIBBON BRAND**
- **CERTIFIED BUBBLE BRAND**

The chewing gum you make can only be as good as the base you use.

Decide now to improve the quality of your own product by incorporating the more than 50 years of experience and technical "know-how" that have made American chewing gums the world's finest. Write for free formula information, samples and prices.



GUM BASE, INC.

33-34th Street
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"The Base of your Business"

Walter H. Kansteiner Co.
RAW MATERIALS BROKERS
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(BR 4-2223)

Chocolate
Bachman Chocolate Mfg. Co.

Pecans & Black Walnuts
R. E. Funsten Co.

Vegetable Oils & Shortenings
Lever Bros.

*The confidence of the Purchaser
in the integrity of the Seller—
our greatest asset*

COLORED COATINGS

Add color to your package!

Bon bon coatings in pink, green,
peach, yellow and white.

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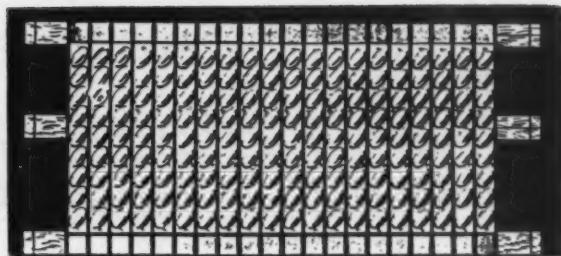
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WANTED: 24" and a 34" Greer Coat-
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WANTED: One 32" Enrober, several
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one Champion Mixer two barrel size,
several Read Vertical XHD-80 Mixers.
Furnish full information and prices. Box
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WANTED: Young man to train for man-
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CANDY MACHINERY SALESMAN
WANTED: Knowledge of production
and some familiarity with industry desir-
able. Some traveling. Give background
and experience in strictest confidence.
Box 147, The MANUFACTURING CONFECTIONER.

WANTED: Good candy maker to oper-
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on profit-sharing basis. Does better than
\$30,000 a year. 7500 gallons of ice
cream. Small city 30 miles north of
Boston. Man and wife preferred. Give
three reliable business references. Box
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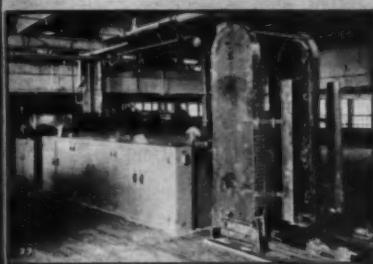
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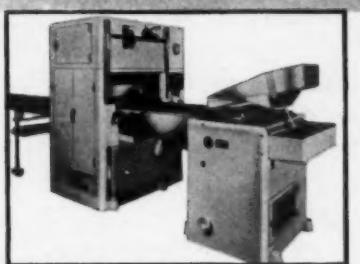
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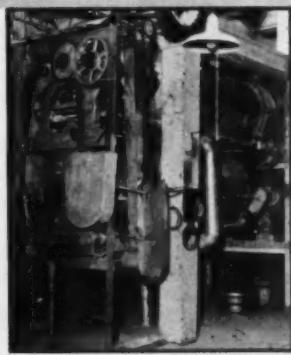
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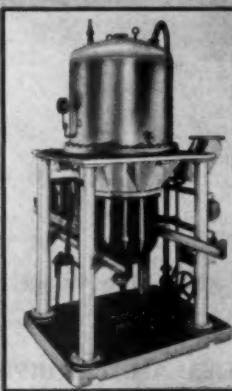
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Advertising space in *The Manufacturing Confectioner* is available only to firms supplying equipment, materials, and services for the use of confectionery manufacturers. Advertising of finished confectionery products is not accepted.



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for May, 1955

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